



Howard G. Sartin, Ph.D

The Psychology of Winning

Positivity

Winning through Meditative Visualization

We have previously discussed various personality types and their response to the anxieties imposed by having to make handicapping decisions. By now you should be aware of an almost universal phenomenon demonstrated, at one time or another, by virtually all clients over the past 20 years.

In the comfort and security of their homes, they are able to pick an abundance of winners, many at high odds, when handicapping *before* the fact, on paper, in a secure, home-like environment; but then fail to implement their decisions when influenced by the ambiance of the track or off-track wagering center.

This has been confirmed by attendees at numerous seminars from coast to coast and in Canada. Out of every one hundred clients there are usually no more than one or two who did not experience this problem until receiving the kind of therapeutic intervention I'll detail in this article.

In private consultation most clients invariably reveal personal problems not directly related to handicapping as the chief reason for winning "on paper" but failing at the track or off-site wagering center. We all can be categorized, however loosely, through psychological typology. In taking the various tests published in this column many of you have told me that you have identified yourself as having tendencies toward being Hypomaniac, Schizoid, Depressive, Obsessive-compulsive, or Masochistic. I stress the term *tendencies*. We are using these terms at the sub-clinical level. I have repeatedly emphasized that such classifications do not suggest morbidity or psychopathology in any way. Thus far only three individuals have taken my observations as a personal slap in the face. The rest of you have correctly perceived my motivation as an attempt to help you in overcoming the true etiology of *non-winning*. The word *loser* should never be used by anyone in THIS group. The very use of the word verbalized, even internally, sends *negative* neural-transmitters to all of our functioning organs, especially the brain, causing *negativity* to become a synaptic, reflex action habit pattern.

As frequently described by me in this column, *visualization* has proven to be a highly effective cure for the near-universal anxieties that inhibit proper decision making at the betting window. Visualization is used in two separate ways. A two-pronged attack force in the pari-mutuel war. Let's examine both.

The first application was succinctly described by one of my first six truck driver clients convicted of a gambling related felony back in 1975. I will call him Sam. He was the most successful member of my original group. "You know, Doc," Sam confided, "It's gettin' so after I been using these figures so long, I can almost see how the race is gonna come out even without writing down the numbers." He is the prototype of Jim Bradshaw. He was voicing a fact that through the years has been quite accurate.

By translating fractional times into rates of velocity, the user begins subconsciously to see the unfolding of a race. Knowing what to look for, the match up of contenders at each call becomes more apparent. As a result, the winner, and often the place (except in Jim Bradshaw's case) and show horse seem to loom up from the page of the Racing Form (or Past Performance Plus read-outs) as obvious choices.

This will happen most often with the more formfull horses, but astute methodologists can frequently detect long shots as well – *especially* when following the Long Shot Detector Guidelines described in another section of this issue.

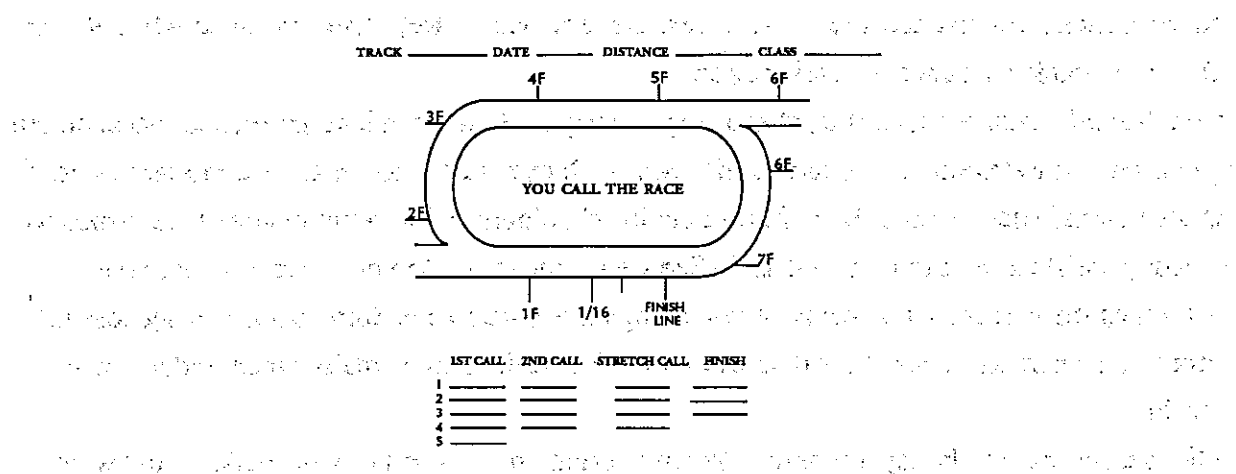
As a result of Sam's observation I devised the test you know as:

YOU CALL THE RACE

While many can successfully apply this exercise under my personal clinical supervision with superior results, fewer demonstrate the ability in practice. The underlying reason is a lack of confidence in their own judgment. This is another aspect of individual feelings of low self-esteem and indecision *not* obviously apparent in their job or profession but in handicapping only. Clients who have no trouble in making excellent vocational or professional decisions become, to use their phrase, unglued when faced with wagering decisions. I frequently observe doctors who can perform delicate surgery or complex medical treatment with uncanny precision, break out in a cold sweat and begin to inwardly tremble when asked to make racing decisions. Lawyers who easily handle million dollar cases and can argue brilliantly in court, routinely suffer stage-fright on the way to the betting window.

The same person who can look at a problem race requiring no real wagering decision and saying, "Ray Charles could find the winner in this race," often becomes blinded by anxiety in a real life situation. In running statistics derived from clinical control groups, twelve percent experienced mental blocks when faced with taking the YOU CALL THE RACE exercise. Their minds simply went blank and refused to respond. Of the remaining eighty-eight percent, a total of seventy-nine percent pick the winner in their final top two choices with one or more of the in-the-money finishers in their top four.

We have revised the format of the YOU CALL THE RACE exercise to include a graphic of a race track to further enhance the visualization process. Utilizing this innovation we find that client success has improved eight percent over results from the old exercise where no picture of a



race track was used. I urge you to photocopy copies of this picture (we have provided you with 2 full page YOU CALL THE RACE forms at the end of this article) and perform the exercise regularly until the more obvious Match Up becomes second nature to you.

Less obvious Match-Up's, the ones that produce the longer priced horses are more difficult to find with this process. This is why we created the **QUAD-RATER** with an almost rule-bound selection process.

Unlike handicapping itself, this exercise is performed under precise rules. Five minutes is allowed for the subjects to peruse the past performance charts, making necessary notes. Next, we ask you to begin calling the race to yourself, writing down you observations at each race call. As I told Sam, just imagine yourself as being the track announcer calling the race:

"_____ takes the lead, followed by _____ and _____ with _____ moving up into contention. Into the turn, it's _____ taking command, with _____ just behind, followed by _____. Into the stretch, it's _____ moving to the lead, with _____ making a bid, followed by _____, and _____. At the wire it's _____ 1st, _____ 2nd, and _____ 3rd."

Here you must visualize the three in-the-money finishers. By this time most have reduced the race to only three, at the most, five possible win-place-show contenders.

Sam was a master of this art. One day at Del Mar, I watched him put it into practice while standing in the midst of a crowd of railbirds. In his hand was a clipboard with a tablet on which he had written his You Call The Race analysis. The race began and, without EVER looking at the horses running along the track itself, Sam began announcing aloud, oblivious of the crowd around him:

"_____ takes the lead, Sam began, imitating the track announcer's style. "Followed by _____ with _____ making a bid on the outside." Sam's projections were right on the money. "Into the turn, it's _____ taking command, with _____ just behind, followed by _____. Dow-own the stretch, it's _____ taking a commanding lead, with _____ moving up fast on the outside. It's a real duel now, _____, and _____ just heads apart! And at the finish, it's _____ and _____. At the wire, _____ wins by a neck with _____ second and _____ comin' in third.

At the finish, Sam had accurately pre-called the race win, place, show, followed AFTER Sam's calls by the track announcer's confirmation.

One railbird, witnessing all this, stared suspiciously at Sam, for a long perplexed moment. His expression was incredulous. He turned his head, with eyes raised to the track announcer's booth and then glared back again at Sam. Shrugging his shoulders and looking resigned, he turned to his buddy standing next to him, and said "See what I mean. I told you the races were fixed!"

Why then the paradox of so many of you being able to duplicate Sam's ability to successfully perform this exercise under clinical supervision while failing so dismally when under fire at trackside?

The reasons are purely psychological. When queried, those who fail will reply, "I just went completely to pieces inside. I was like jelly. My eyes blurred. I just couldn't see things the way I could in your office."

While paradoxical this is highly predictable. When we're confronted with uncertainty we reach back to our earliest, primal childhood conditioning for assurance and support. Coping mechanisms are founded in our first two years of adapting to the natural insecurities of infancy. All ventures involving risk create fear. All fear is symbolic of man's basic and ultimate fear of death. Whether that fear is centered on loss of life or just losing the fifth race, is immaterial. The same unconscious, inner forces are at work.

Insecurity evolves from inadequate nurturing during the formative stages of development. Rare is the individual who has not, in some manner, experienced this. Successful people most often overcome it through a process called *over compensation*. Normal people compensate normally. Inordinate persons, history's great achievers, are/were/ virtually *all over-compensators*.

Not winning at the races is completely *normal*. It is common to ninety-five percent of those trying. Thus, the successful handicapper is, by statistical definition, a great achiever.

Being able to nominally win races on paper, in the security of the home, or in the therapeutic setting of a clinical office or classroom, is commonplace. Since no risk is involved, individuals will function from adult, logical reasoning with logical result. The ambiance of a racetrack or off-track betting site, instills instant anxiety. Many persons refuse to accept this conclusion. They claim that they feel just as "at home" at the track as in their living room. Supported by the extra adrenaline flow caused by crowds and anticipation, Fear Denial is natural, especially in males. Most do not consciously experience actual anxiety response until after a few losses or when the racing day ends. Even then, bolstered by fellow NON-winners and maybe a few beers, reaction may be further delayed until the NON-winner is in bed lying in darkness. Sleep won't come and a mental motion picture film begins to roll, reenacting the day.

The anxiety now becomes real; no longer denied. For many, this is a time of remorse. Whether immediate or delayed, anxiety response causes more race bettors to NOT WIN than lack of information or a valid handicapping method. Without the element of fear, the majority of you are able to achieve an adequate win proficiency through the "You Call The Race" visualization

exercise, also known as "Eyeball Scan". This requires no more information than that contained in the past performance charts of the Daily Racing Form or Past Performance Plus. To eliminate this debilitating undercurrent of anxiety, some drastic *self-evaluation* and personal reconditioning is in order.

NOT winning is a conditioned response. A habit. So is winning. But the NON-winning habit dominates because it is easier to acquire and more people are doing it. Mom, Dad, Aunt Martha and society have all contributed. "You can beat a race but you can't beat the races" is a myth made popular by the late Damon Runyon. Just the opposite is true. You can NEVER be sure of winning any SINGLE race. Too many unpredictable things can happen. Handicapping success comes through the consistent application of *positivity* to a valid, flexible procedure.

Success is based on volume, not isolated races. "All horseplayers die broke" is another socially supported myth and is often recited by fundamentalist preachers. This becomes a self-fulfilling prophecy only to all those who subconsciously acknowledge it.

The theme "In the long run, all gamblers lose" recurs throughout recorded history. Variations of it appear in the written and spoken lore of virtually every culture. With so much documented support, it would be folly to deny its essential truth, except by those with exceptional talent.

The real question becomes: Does the art and science of profitably predicting the outcome of a series of thoroughbred races constitute *gambling*? A wealth of evidence, both statistical and empirical says NO! It is NOT gambling, except as life itself is a gamble. However, if in your heart, you believe it is gambling you will surely fulfill the prophecy that "all gamblers lose".

The only winning "horseplayer" I know who steadfastly refers to himself as a gambler, is Andy Beyer. In light of his success, this stance may well be just a pose to support his flamboyant public image. In his own mind, I feel certain that he has reconciled the odds against him to a manageable number. Hence, his proclamations to the contrary, he is NOT gambling, per se.

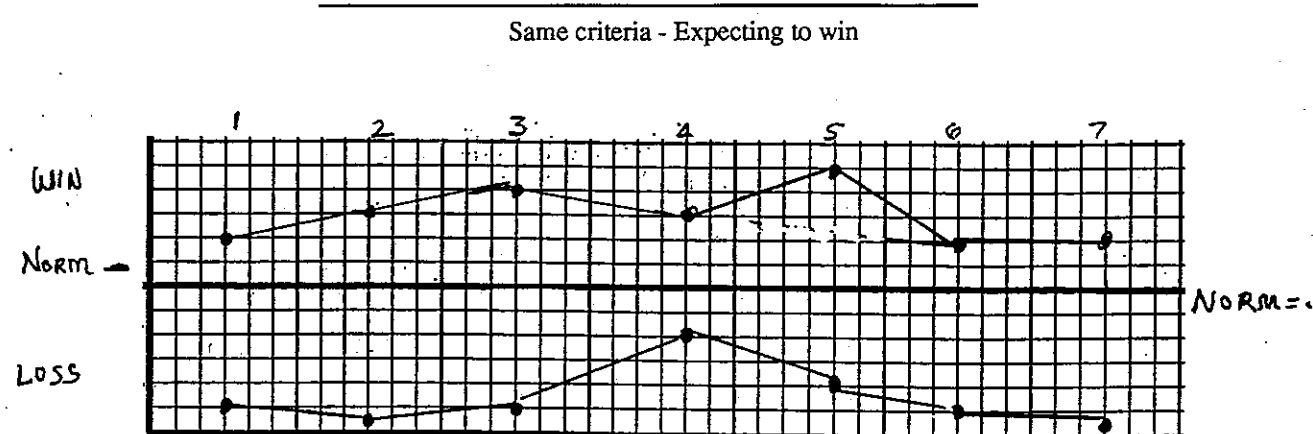
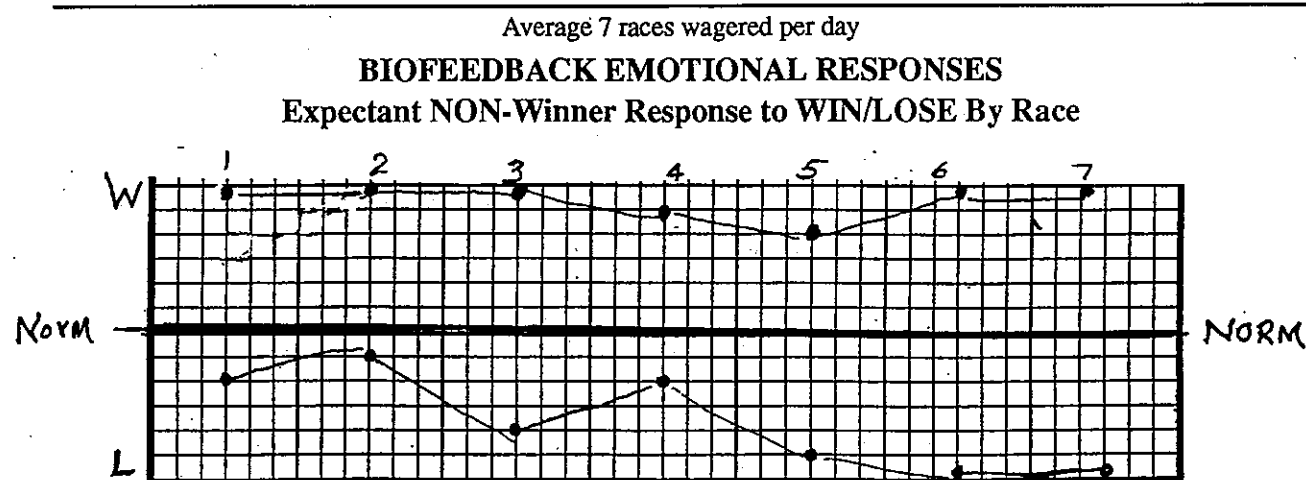
It is incumbent upon *all* handicappers to similarly know the odds and to reconcile themselves to overcoming them. Surveying the general public, this is being done by only five percent of those attempting it. On a consistent basis, which is what we seek, a mere two percent take home most of the profits from handicapping. This statistic discourages some - especially those with low self-esteem. They cannot visualize themselves being in a minority of two percent.

We know that almost eighty percent of our clients are winning, or at least NOT losing by the *selection process* attained through use of our advanced computer programs. Unfortunately, only thirty-five percent of them are consistently successful in making money through appropriate wagering at the moment of truth, *profiting* optimally from their winning picks. Joining this elite group requires a drastic change in habit patterns. The habit of non-winning must be transposed into the habit of winning! Since not winning and winning are two sides of the same coin, the transformation is less difficult than most imagine.

Consider this scenario: The average NON-winning "horseplayer", though overtly denying it, goes to the track fully expecting NOT to win, or at best, to break even for the day. Optimists might even perceive the possibility of a big score from winning a given race or exotic. However,

the unconscious anticipation is losing or breaking even. Now, when a win does occur, how does this individual respond? With aggravated *emotion!* Rejoicing, sometimes to a state of near delirium, follows.

On the other hand, a handicapper, as typified by our clients, who *expects* to WIN, will suffer the same emotions after a LOSS. Attach both to biofeedback equipment, comparable to a polygraph, and you will see a graph that looks like this:



The electrical impulses registered on the graphs are almost identical equal opposites: win, NON-win. The originals of these graphs and the one in Fig. 10 , were made by a portable bio-feedback unit with printer attached to a client's person for two consecutive racing days. The extreme emotional swings indicate the kind of instability that characterizes the NON-winning "horseplayer". They create dissociation, ephemeral perception, blurred vision and the kind of altered cognizance so often reported by NON-winners.

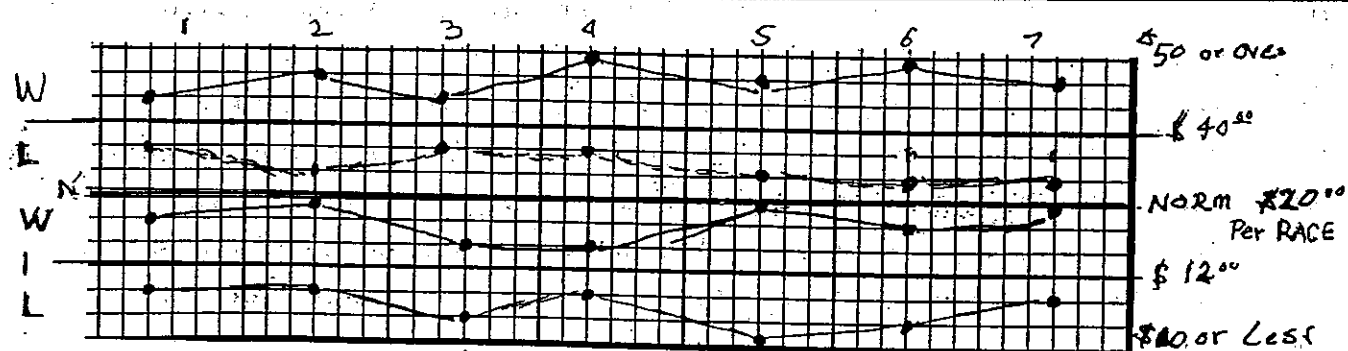
Consistent, profitable handicapping can be achieved only through control over such instability. The mind must be sharp enough to concentrate on matters requiring clear and immediate deci-

sions. You may now be saying to yourself that you do not experience any of these symptoms because you only bet small amounts; that your financial risk is minimal. In your mind, as in the minds of others with similar beliefs, this protection device leaves you immune to the consequences I've been describing.

True, so-called recreational handicappers, who risk only two or three dollar bets, DO suffer from less *overt* emotional debilitation. They cannot make any profit, either. If profit is the goal, this creates frustration, which is also emotionally damaging.

Ironically, biofeedback registrations taken from large and small bettors are virtually the same when recording wins and losses. While financial considerations differ, the EGO investment made by each is identical. Financial loss is relative. The harm resulting from EGO loss is measured by individual differences in self-esteem. Therefore it is quite dangerous and destructive to rationalize that because you may bet small you are free from negative consequences.

With biofeedback training and visualization, my original truck driver clients, under identical race track conditions, produced this graph:



Visualization therapy and biofeedback training, along with Win Therapy, under personal supervision or self-administered, have been instrumental in turning many NON-winners into consistent winners. Ironically, their pre-race prediction abilities were not substantially and *positively* altered. Like most persons using a viable prediction method, they could pick winners. The problem lay in their *decision* process - in crystallizing their final choices and making proper wagers. I should note here that when I retired from active practice, I sold my biofeedback equipment, so now we only have Win Therapy, success with which requires desire, focus and the *true will* to succeed.

Benefits from visualization therapy can be realized without clinical supervision if an individual is willing to follow a prescription. First, and most important, a *need* for change must be recognized. Most persons who regrettably refer to themselves as "horseplayers", and sadly, some of you will stop reading abruptly right here, refusing to accept the fact that the psychological implications I'm discussing apply. They cling to the false notion that "just a little more *information*" will solve their problems. They will buy "how to" books, systems, audio-video instruction and go to breakfasts held by trackside touts giving three selections per race with *no* sound analysis (unlike the very sound analysis given by Brohamer, et al, sessions scheduled for Del Mar), rather than admit to themselves that they lack not information but *inspiration*.

Attitude, mind-set, psychological protocol, call it what you want – these are the ingredients comprising at least seventy-five percent of non-winner's problems. I expect most "horseplayers" to disagree with my contentions. Some (with newsletters of their own) more vehemently than others. I do not disdain this attitude. NON-winners and experts with fixed, archaic notions put the money through the mutuels that provide winners with their profits. NON-winners, lots of them, are essential to the few who win.

As the song goes, "Here's to the losers, bless 'em all".

The *first step* in Visualization Therapy is doing the YOU CALL THE RACE exercise for every race you handicap. Do it until it becomes as natural to you as opening up the Racing Form. Make it a habit. When actual finishes start concurring with your calls, it will be a *winning habit*. Then proceed with QUAD-RATER to add the Long Shot Potentials. One day you may also be able to spot them through visualization.

Each winning habit you adopt will serve to over-ride a NON-winning habit. At some point you will have obliterated all of those bad habits, substituting *winning habits*. Winning and NON-winning are not cosmic entities. They result directly from conditioning. Habits are ingrained through repetition.

The *second aspect* of Visualization Therapy is best achieved in a meditative state. Once I erroneously referred to this as "transcendental". True Transcendental Meditation requires special training. In such a state, visualization is impossible because the subject transcends cognizant thought processes. This is the kind of meditation, TM, practiced by followers of the Maharishi Mahesh Yogi and seldom stimulates material success because Zen and Yen (as in *a yen* for profit) do not often go together.

The kind of meditation I practice and prescribe for you, involves putting yourself into a hypnagogic state, like one you experience between sleep and waking: The arena of dreams where self-hypnosis can be performed. Many books are available on the subject. Commercially produced audio tapes for use with stereo earphones, provide both instruction and appropriate background sounds.

Such sounds must NOT be soft, evenly-metered or rhythmic conventional music associated with relaxation. While western doctors have prescribed meditation for relaxation and sleep, this is not its true purpose. Eastern practitioners, the originators, say the meditation is not for inducing sleep, but rather *heightened awareness*. Not the kind of Beta Wave awareness we should experience when driving crowded freeways or faced with emergency, but awareness associated with creation, discovery and bliss. Meditation activates Alpha and Theta brain waves, enhancing your right brain activity - promoting your intuitive powers. Achieving this state usually comes from lying prone on your back, arms at side, palms open, feet slightly apart.

Inhale deeply through the nose, exhale. Breathe in, breathe out, rhythmically. Let your mind experience your body, sensing each individual part, from toes to top of the head, and back again. Now, breath *in* through the right nostril, then breath out through the left. When you actually feel the slight sting from the designated input-output of breath, you will know that you have gained a measure of control over your body.

You will have then broken your first habit. In this hypnagogic state you will now visualize the *new you* starring in a mental movie which you will also direct. The scenario begins as YOU arrive at the track, or off-site betting establishment. You are fully composed and not harried and remain so throughout the day.

Now focus your camera on yourself as you peruse the form, choosing predictive running lines, isolating the true contenders, making appropriate notes, calculating your figures. Now move your camera in for a tight shot of the Racing Form Past Performances. See the match up of the race. Pull the camera back. Show yourself making clear decisions, delineating your selections with calm logic. Now you're going to the betting window, decisively ordering tickets on your logical choices. Walking away from the window, supremely confident. Now direct your mental camera to a panorama shot of the race track. The horses in the gate, the flag is up. They're off. Zoom in for a shot of the horses you bet on. Watch the race unfold to the turn, round the turn, into the stretch and to the wire. You WIN! Now your camera view tightens to a single shot of YOU, the STAR, strolling relaxed, but with head high, to collect from the paying teller. *See and feel* it, bulky and green.

After viewing your movie a few times write a note to yourself detailing all of your present foibles. Then include scenes in your movie where you overcome them. As any problems are encountered, add scenes of you *solving* them. You will not consciously deal with the problem while in a meditative state. Your screenplay will provide answers. Play the movie over and over again until it becomes, in daily life, *your personal reality*. Doing this will NOT be a fantasy or a day dream *if* you have first learned the concepts of your viable, objective and flexible handicapping method. Please note that I stress CONCEPTS over mechanical procedure. Many therapists, such as Dr. Dennis Waitley and others, recommend that you also post written messages of *positive reinforcement* around your house where you'll constantly see them. Charles Atlas made a fortune selling photographic blow-ups of the muscles his customers most wanted to develop. Lock yourself for several hours a day in a room full of pictures of bulging biceps and, research shows, you'll end up with bigger biceps yourself.

In the early stages of Visualization Therapy, you can expect to experience times at the track or off-track wagering center, when your equanimity and composure once again begin to desert you. The old anxieties and confusions return to haunt you. When this occurs it's because a new habit pattern has not fully superseded the old. If it happens to you, don't panic and begin to think that you're incurable. Find yourself a place away from the crowd, by a post, a wall or in a rest room stall. Relax, close your eyes and turn on your internal motion picture projector. Rerun your personal movie and apply the rubber band technique as described in several previous Follow Up issues..

To be effective, these visualization techniques should be practiced regularly. I still run my own winning film almost nightly after twenty years. They must also be taken *seriously*. Halfhearted, short-lived attempts will not be rewarded. Nor will skepticism. Those who do not believe in themselves may find it difficult to trust in a Photoplay of their own creation. In the initial stages, a good measure of faith is required.

At this moment I can visualize some character out of Damon Runyon or William Murray reading this. I see him eyeing me with amusement and suspicion, mixed with the fear that at any moment I will turn violent and begin frothing at the mouth. He will surely flee in panic should I recite to him from Shakespeare -

"There are things in Heaven and Earth, Horatio, that aren't even dreamt of in your philosophy".

Alas, there *are* such things. Visualization Therapy is one of them. I was once a NON-winner, too. I wagered defensively. Restrained by anxiety from making bets of sufficient size to make me any real money. I was more concerned with NOT losing than gaining a substantial profit. Then I began to seriously practice meditative visualization. It worked for me. It has worked for innumerable others.

Beyond handicapping, such techniques are used by Ayurvedic Mind-Body healers and even by some western medical doctors. Documented cures of inoperable cancers and other organic disorders would suggest that our Runyon/Murray race track character should not have run away. Had he stayed he might even, some day soon, be equipped to provide an accurate answer to the eternal question..."Whodoya like?"

P.S. I have used the word "logic" several times in this piece. I do *not* mean conventional logic, but the kind derived from believing in the Logic of "The Handicapping Revolution".

NEXT ISSUE - A DISORDER DIAGNOSED IN FIFTEEN MILLION AMERICANS; INDICATIVE IN MANY MILLIONS MORE.....

Recognizing and

Coping with

Attention Deficit

Disorder

from Childhood

through

Adulthood



Howard G. Sartin, Ph.D

The Psychology of Winning

ATTENTION DEFICIT DISORDER

...in case you're wondering what the hell this has to do with handicapping, read on and you'll see.)

Clinically speaking, it would be better if you, at this point, would go directly to the questionnaire at the end, answer the questions and *THEN* read the article.

O

Fifteen million Americans have been diagnosed as having it. Many of them are now in treatment. Until recently it was said to affect males three to one over females. That's because when observed in females it was more easily disguised and more socially acceptable. More recently the ratio has been re-estimated as five males to three females. The medical fraternity says that for everyone diagnosed with any given disorder, anywhere from 3 to 1.5 go non-diagnosed, hence not subject to any kind of treatment.

Over the years it has had many names. Everything from just plain old Stupid, Hyperactivity, Minimal Brain Dysfunction, Brain Injured Child, Organic Driveness, Genetic Brain Damage, Physiologic Hyperactivity, Impulse Control Disorder and, two all-time favorites: A Learning Dis-ability and Sugar or Carbohydrate Imbalance. Some misguided practitioners have even confused it with Dyslexia and/or Autism.

Until just a few years ago it gained media and public exposure only as it was viewed in young school children whose hyperactivity was disruptive to classrooms.

However, beginning in 1980, Psychiatric researchers isolated enough specific data to label it ATTENTION DEFICIT DISORDER. This brought it to the attention of many willing-to-be-enlightened school teachers and administrators so that children

once maligned as being fidgety, bad, disruptive, unruly, inattentive, and undisciplined trouble-makers, were humanely regarded as "victims" of a Medically approved "Illness."

This new found attitude is not yet universal, however. In some areas children with ADD are still treated as delinquents. And what of the minority children who don't go to school or whose teachers, tainted with racism, attribute their behavior to some minority stereotype?

It has been presumed that approximately one-third of the children diagnosed with ADD will outgrow or compensate for it by adulthood. This figure is highly suspect. Adults can fake it or get away with things that children in a classroom setting cannot. As a genetic "disorder" untreated ADD, in some form will exist throughout life.

If approximately ten percent of the population of the U.S. and Canada have been diagnosed with ADD, then "Horseplayers" striving to become Handicappers must, at the very least comprise ten percent of THEIR total. However, because the disorder tends to produce a high rate " Behavior, along with "Dreamer" behavior, I suspect that, using our own client base and observing attendees at Handicapping Expos and other conclaves where I've been a guest speaker, at least thirty percent reveal multiple symptoms of ADD.

On the other side of the Hyper coin, we have those labeled as being Day Dreamers, lost in a fog, Spaced-Out, Lazy. The laid back and the Underachievers who don't seem to really care about much of anything, seemingly oblivious of their surroundings, who also have ADD. For this reason the disorder has been re-named through the auspices of the American Psychiatric Association's Diagnostic and Statistical Manual of Mental Disorders: (DSM3A) as ATTENTION DEFICIT HYPER/HYPO ACTIVE DISORDER. (ADHD) This is the same manual that calls all gambling losers as "Pathological Gamblers," so take their terminology, especially "disorder" with many grains of salt.

I dislike the term "disorder" because it indicates a pathology and neither losing nor ADHD are pathological. Losing can be a *RESULT* of having ADHD, as we'll see later, but ADHD results from a Genetic phenomenon. I prefer the term 'syndrome,' meaning multiple symptoms appearing simultaneously, but who am I to fight the AMA or the APA?

One of my most cherished and proficient clients is being treated for ADHD. He sent me the most recent book on the subject: *DRIVEN TO DISTRACTION*, written by two psychiatrists, E.M. Hallowell and J.T. Ratey, a pair of MD's who BOTH have ADHD and have overcome through the same kind of therapy we'll discuss

later. Along with Russell Barkley's book; **ATTENTION DEFICIT HYPERACTIVITY DISORDER**, theirs is a definitive volume whose content is well summarized in this excerpt from the dust jacket.

Millions of children and adults tell themselves or are admonished by others that they will continue to have problems in school, in work, and in social relationships if they don't stop procrastinating, start concentrating, sit still, finish what they started, get organized. But what appears to be a matter of self-discipline is actually, for many, a more complex challenge of coping with an in-born neurological problem: ADD, or Attention Deficit Disorder.

Before my client knew the nature of his problem and began treatment, mostly self-treatment, (never use that phrase within earshot of an M.D.) he used to blaspheme me personally, my manuals and non-documented computer programs, with highly charged expletives, fantasized violence against my aging body and real violence to some furniture and glassware. (sound familiar?) Now he and I are closely allied and the best of friends. He now says that my manuals are quite **SIMPLE** to comprehend and he demonstrably makes a great deal of money from his handicapping aided by Quad-Rater and Thoromation. He also has and uses an unabridged Webster's Dictionary given to him by his significant other. I'll detail how **HE** overcame a little later.

While media and public focus has been mostly on **CHILDHOOD ADHD** it does not end with the advent of adulthood (or adultery as the case may be). It persists throughout life. It is most observable in persons with Type A personalities. Sales, particularly Automobile sales; Advertising; Thrill Seekers, Inveterate Risk Takers, High-Energy, Action-Oriented, Bottom Line, Gotta-Run types. Procrastinators, always putting things off because they're 'too busy,' yet at the same time often starting a new project before finishing the first. Untreated, they have a highly limited attention span and often cannot, with true comprehension, finish even a few pages of instructional material; They will not completely read a full book or manuscript except for action-packed thrillers or porno material. Yet they will often di-

rect their full attention to written material that relates directly to "them." Short, cliché laden paperbacks dealing with Pop Psychology, Those kind of Health Books that-any-lay-person-can-understand, Non-Scientific Astrology Forecasts, Fortune Telling and other kinds of material that is obviously self-associative.

In women the "disorder" is found abundantly in fashion models and actresses. Those who fit the vernacular of "Dizzy Broad," are also candidates. Being, in the clinical sense, not the subjective opinion of a husband or boy friend, completely unwilling to listen to or apply reason or common sense logic, nor follow a subject to its conclusion. Persistent nagging and always insisting on getting their own way are also symptomatic.

In BOTH sexes the proverbial flirt who seems to always be in the throes of at least one love affair or sexual dalliance might be suspect ADHD. Such persons are often fascinating to the opposite sex because they are enticingly charming, witty, spirited, adventurous and, above all, unpredictable. But, in the longer view, prime candidates for divorce or dissolution of interpersonal relationships.

At this point I wish to make it absolutely clear that exhibiting one, most or ALL of the above symptomata does NOT NECESSARILY mean that you have ADHD. I'm not dispensing Frazier Crane, Joyce Brothers or Toni Grant instant diagnosis and cure over the radio here. I'm merely condensing and synthesizing a consensus of psychiatric thinking and literature on the subject in simple terms. If you think my phraseology is confusing, try reading THEM. Several other disorders are manifest through psychological and physiological factors quite similar to what I've been describing.

Later I'll offer a questionnaire designed by Dr. Halloween that is fairly good test for ADHD. If that, and other aspects of what I've been saying, suggest to you that you may have ADHD, then you might want to consult an M.D. who is qualified to treat it.

In the beginning ADHD was considered exclusively symptomatic of HYPER-active persons. Only within the past few years has the HYPOactive individual been regarded as an equal "victim." The HYPOactive ADHD person often displays characteristics of advanced and imaginative creativity. Mystics, poets, composers, writers, philosophers and highly skilled computer programmers also fall into this realm.

Adult manifestations of ADHD do not necessarily fit any of the above descriptions. Adults with ADHD often over-compensate by being supremely focused, highly attentive and aware, with intellectual capacities of genius or near-genius. In all probability Albert Einstein had ADHD. His famous failure as a student in the early

stages of his public schooling, along with his seemingly dissociated external personality were indicative.

Recommended Treatment of ADHD is dual: Drugs and Psychotherapy. most often methylphenidate (Ritalin) or pemoline (Cyclert) is prescribed. Ritalin is an amphetamine derivative that has little or no negative effect on the heart or adrenals. In the drug culture it's known as "The Old Man's Speed." You may recall that in two different Follow Up articles I suggested that some of YOU who have repeated problems in fully understanding the Methodology or our instructional materials and computer programs, might want to seek your physician's counsel about a prescription for Ritalin. A FEW actually took my advice, received a prescription and subsequently their ability to focus and comprehend radically improved and they started to consistently win.

There are, however, a number of substances from God's own pharmacy: plant and herb extracts that are as good or better than prescription medicine for many disorders. But the FDA, prompted by the AMA, which in turn is being lobbied (often reading: bribed) by the Drug Industry, is working overtime to ban these alternative medicines from the market. Any ingredient that is found in nature cannot be patented. Drug companies rely on patented medicine for their huge profits; thus their campaign to banish from the marketplace anything produced by nature. It's an absurd notion that is almost unique to the U.S. Asian doctors think we're insane. Of course there ARE some highly advertised alternative remedies that are useless, even dangerous. But there are many others producing health benefits that are far superior to and have fewer (if any) side-effects than prescription medicine.

As a good example, my client who has overcome the debilitating effects of ADHD, now takes four 351 mg. Mental Edge 3DMAE and three 1000 mgs. of L-Pyroglutamic daily. Why stimulant drugs for a disorder that is primarily characterized by Hyperactivity? The answer lies in the paradoxical fact that those with ADHD are calmed and made more attentive by the same ingredients that might drive a non-ADHD person up the wall or into outer-space. Balanced use of alcohol and amphetamines can actually be beneficial to those with ADHD. Yet, like most others who over indulge, they tilt the balance. Positive effects from measured amounts alcohol/drugs is one of the chief reasons why an ADHD personality is highly susceptible to addictions; the three foremost being: Narcotics abuse, Alcoholism and Gambling. Persistent risk-taking in general is also a potent sign.

NOW, we can get down to where ADHD applies to handicapping:

Whether we like to admit it or not, most persons drawn to playing the horses or handicapping are somewhat monomaniacal on the subject. "Talking horses" is a favored, sometimes obsessive pastime. Obsession and compulsion are the closest of

relatives and imply addiction. Let's face it most of us ARE addicted to Racing. Men who doubt it should ask their wives. Even with well controlled wagering we are risk-takers because ours is a stochastic endeavor.

There is nothing **WRONG** or improper about this condition so long as one is breaking even or at least **NOT** losing unaffordable sums. All life is a gamble; all speculation is stochastic. But added to other factors **OUR** aspirations to make or augment a livelihood from racing is generally considered as socially reprehensible. Going to the races is, in society's eyes okay. But doing for a **LIVING**?

Our socially acceptable peers draw the line here.

Considering all of the above factors and some others we have mentioned from time to time, "Horseplaying" or handicapping attracts a much larger than average number of persons who qualify under both the **HYPER** and **HYPO** polarities of **ADHD**. Type A personalities, action cravers **AND** dreamers. Those whose dreams lead them to believe that some magic number will assure them of a lifetime of financial ease while basking in the sunshine at a racetrack; Risk Takers seeking action and the thrill of the chase are **BOTH**, by the standards of clinical statistics, the most subject to self-delusion through Gambling.

We must now face the facts. If at least thirty percent of the horse playing population has undetected, untreated **ADHD**, then many of them have been attracted through publicity to our group. If **ADHD** is the **REASON** why a small, but highly vocal segment of our group cannot grasp the meaning of our written and/or spoken material, we cannot, even as teachers in the public schools cannot, chastise them for failing to comprehend. In good consciousness we can no longer attribute failure to read and understand our material to laziness, stubbornness, static mind set or even stupidity.

Phil Gowens, Rev. Bert Mayne and I may have to entirely change our approach when addressing psychological problems. Maybe they are **NOT** attributable to the Mayas or veils that individuals use to conceal or alter reality; reading and hearing all words **NOT** as written or spoken but as they **WISH** them to be written or spoken. Internal dialogue that is incongruous with what is actually being said; self-manufactured armor plating against any thoughts or concepts that don't comply with their subjective preconceptions.

It may just be possible that these persons who we are trying so hard to help with reasoning and by example cannot be helped that way. Perhaps they have **ADHD**.

Please be assured that there's **NO SHAME**, real or implied, in having **ADHD**. To prove it I'll tell you that my son had/has it . Before he became known as Shane he

was renowned for being the prototype of Dennis the Menace and was the bane of elementary school teachers in three states. His son, my grandson, has it, takes his Ritalin but still has thrice been either suspended or expelled from grade school for fighting and other disruptions. Since both my wife and daughter exhibit behavior directly counter to that related to ADHD; AND, since it's a genetic disorder most likely carried via the male chromosome, this means that I may HAVE IT, too. So, naturally, my having it makes it okay for you to have it.(my daughter says I shouldn't make jokes like that; someone may take it seriously).

Looking back, I DID have many of the symptoms. I argued with my teachers and was constantly being beaten up by my fellow male students. I always attributed that to them being bullies, but maybe it was me all along. My grade school teachers didn't mind too much about my arguing with them because most of the class was half asleep and I provided some stimulus to their otherwise boring careers. In high school I was, believe it or not, a star member of the tennis and debate teams. My mother told the "coaches" that unless I got NO grade less than a B she'd yank me from the teams. The coaches needed me in order to uphold the school's honor (and to further their careers with jobs at bigger schools), so they cajoled and coerced all my other instructors into giving me A's and B's.

I got through High School with honors and a College Scholarship without ever learning a thing about arithmetic, chemistry, physics, trigonometry, geometry or calculus. As for Algebra, to this day I still don't know the quantity of X. Had I known then the value of Higher Math and Physics in producing profits from horse racing, I might possibly have actually EARNED those A's and B's. This is why I get so much amusement today when clients tell me that they're "not smart in math like me." Ho, Ho Ho!

After High School I was booted out of Divinity College and expelled three times from the SAME university - the last time retroactively- after taking all their courses twice. Their reason: my attitude. Typical ADHD syndrome.

I've never been treated for ADHD or received a prescription for any amphetamine drug or derivative. But I've done a lot of self-therapy and over-compensating in life. When I was younger, even before the rise of Martin Luther King, my personal motto was: I CAN, I WILL OVERCOME! I used to do it even when I didn't know exactly what I wanted to Overcome. In my far away youth I would face my mirror and say that to myself several times a day. I still talk to myself, but nowadays I tend to avoid mirrors.

Bearing in mind that, along with pharmacological therapy, protracted Psychotherapy is the procedure most recommended by ADHD psychiatrist-authors. The ADHD client I spoke of, the one who sent me the book, rigidly and diligently applies

high determination self-Psychotherapy. He wins consistently because HE WILLs himself to win - TO OVERCOME all debilitating affects of ADHD. He says that Will Power, Determination and ABSOLUTE FOCUS are essential in ameliorating the residue of ADHD.

You can pay a psychiatrist \$140 to \$190 an hour or you can work through us for free but, in the end, YOU MUST be self-motivated to, (1) accept the possibility of ADHD; (2) get expert diagnosis and (3) find treatment or self-treatment.

And those who respond with "Sartin is full of B.S., there's nothing wrong with me, it's HIM, etc." I feel genuinely sorry for you but I cannot help those who refuse to help themselves. For fourteen years we've religiously limited the number of persons we will accept as clients. For every one of you who drops out putting the knock on me because I refuse to be commercially simplistic, we have about TWO who are waiting to become part of the group; and, as I'm sure you know, I have not advertised for clients in over four years! Now, here is ADHD test developed by Dr. Edward M. Hallowell who states that it is not an entirely definitive test because he and his associates have yet to accumulate a large enough data sampling from control groups. It is fairly accurate however.

An answer of "Yes" to more than 50 of the questions indicative of ADHD. If you answer "Yes" to 55 of the questions, you should seek some medical help. If you answer positively to only 35 and STILL can't win with the Method, you should abandon all but recreational handicapping or get with someone who only wants your money and doesn't care about you as a person or your consistent success as a handicapper.

The following set of questions reflects those an experienced diagnostician will ask. While this quiz cannot confirm the diagnosis, the questions can increase the reader's feel for what ADD is, and offer a rough assessment as to whether professional help should be sought to make the actual diagnosis of ADD.

The more questions that are answered "yes," the more likely it is that ADD may be present. Since everybody will answer "yes" to some number of questions, and since we have not established norms for this questionnaire, it should only be used as an informal gauge.

1. Are you left-handed or ambidextrous?
2. Do you have a family history of drug or alcohol abuse, depression, or manic-depressive illness?
3. Are you moody?
4. Were you considered an underachiever in school? Now?
5. Do you have trouble getting started on things?
6. Do you drum your fingers a lot, tap your feet, fidget, or pace?
7. When you read, do you find that you often have to reread a paragraph or an entire page because you are daydreaming?
8. Do you tune out or space out a lot?
9. Do you have a hard time relaxing?
10. Are you excessively impatient?
11. Do you find that you undertake many projects simultaneously so that your life often resembles a juggler who's got six more balls in the air than he can handle?
12. Are you impulsive?
13. Are you easily distracted?
14. Even if you are easily distracted, do you find that there are times when your power of concentration is laser-beam intense?
15. Do you procrastinate chronically?

16. Do you often get excited by projects and then not follow through?
17. More than most people, do you feel that it is hard for you to make yourself understood?
18. Is your memory so porous that if you go from one room to the next to get something, by the time you get to the next room you've sometimes forgotten what you were looking for?
19. Do you smoke cigarettes?
20. Do you drink too much?
21. If you have ever tried cocaine, did you find that it helped you focus and calmed you down; rather than making you high?
22. Do you change the radio station in your car frequently?
23. Do you wear out your TV remote-control switch by changing stations frequently?
24. Do you feel driven, as if an engine inside you won't slow down?
25. As a kid, were you called words like, "a daydreamer," "lazy," "a spaceshot," "impulsive," "disruptive," "lazy," or just plain "bad"?
26. In intimate relationships is your inability to linger over conversations an impediment?
27. Are you always on the go, even when you don't really want to be?
28. More than most people, do you hate waiting in line?
29. Are you constitutionally incapable of reading the directions first?
30. Do you have a hair-trigger temper?
31. Are you constantly having to sit on yourself to keep from blurting out the wrong thing?
32. Do you like to gamble?
33. Do you feel like exploding inside when someone has trouble getting to the point?
34. Were you hyperactive as a child?

35. Are you drawn to situations of high intensity?
36. Do you often try to do the hard things rather than what comes easily to you?
37. Are you particularly intuitive?
38. Do you often find yourself involved in a situation without having planned it at all?
39. Would you rather have your teeth drilled by a dentist than make or follow a list?
40. Do you chronically resolve to organize your life better only to find that you're always on the brink of chaos?
41. Do you often find that you have an itch you cannot scratch, an appetite for something "more" and you're not sure what it is?
42. Would you describe yourself as hypersexual?
43. One man who turned out to have adult ADD presented with this unusual triad of symptoms: cocaine abuse, frequent reading of pornography, and an addiction to crossword puzzles. Can you understand him, even if you do not have those symptoms?
44. Would you consider yourself an addictive personality?
45. Are you more flirtatious than you really mean to be?
46. Did you grow up in a chaotic, boundariless family?
47. Do you find it hard to be alone?
48. Do you often counter depressive moods by some sort of potentially harmful compulsive behavior such as overworking, overspending, overdrinking, or overeating?
49. Do you have dyslexia?
50. Do you have a family history of ADD or hyperactivity?
51. Do you have a really hard time tolerating frustration?
52. Are you restless without "action" in your life?
53. Do you have a hard time reading a book all the way through?

54. Do you regularly break rules or minor laws rather than put up with the frustration of obeying them?
55. Are you beset by irrational worries?
56. Do you frequently make letter or number reversals?
57. Have you been the driver and at fault in more than four car accidents?
58. Do you handle money erratically?
59. Are you a gung-ho, go-for-it sort of person?
60. Do you find that structure and routine are both rare in your life and soothing when you find them?
61. Have you been divorced more than once?
62. Do you struggle to maintain self-esteem?
63. Do you have poor hand-eye coordination?
64. As a kid, were you a bit of a klutz at sports?
65. Have you changed jobs a lot?
66. Are you a maverick?
67. Are memos virtually impossible for you to read or write?
68. Do you find it almost impossible to keep an updated address book, phone book, or Rolodex?
69. Are you the life of the party one day and hang-dog the next?
70. Given an unexpected chunk of free time, do you often find that you don't use it well or get depressed during it?
71. Are you more creative or imaginative than most people?
72. Is paying attention or staying tuned in a chronic problem for you?
73. Do you work best in short spurts?
74. Do you let the bank balance your checkbook?
75. Are you usually eager to try something new?
76. Do you find you often get depressed after a success?
77. Do you hunger after myths and other organizing stories?
78. Do you feel you fail to live up to your potential?

79. Are you particularly restless?
80. Were you a daydreamer in class?
81. Were you ever the class clown?
82. Have you ever been described as "needy" or even "insatiable"?
83. Do you have trouble accurately assessing the impact you have on others?
84. Do you tend to approach problems intuitively?
85. When you get lost, do you tend to "feel" your way along rather than refer to a map?
86. Do you often get distracted during sex, even though you like it?
87. Were you adopted?
88. Do you have many allergies?
89. Did you have frequent ear infections as a child?
90. Are you much more effective when you are your own boss?
91. Are you smarter than you've been able to demonstrate?
92. Are you particularly insecure?
93. Do you have trouble keeping secrets?
94. Do you often forget what you're going to say just as you're about to say it?
95. Do you love to travel?
96. Are you claustrophobic?
97. Have you ever wondered if you're crazy?
98. Do you get the gist of things very quickly?
99. Do you laugh a lot?
100. Did you have trouble paying attention long enough to read this entire questionnaire?

Now remember five things:

- (1) There is no SHAME attached to ADHD.**
- (2) If one DOES have it can be treated.**
- (3) Having it is likely to be a deterrent to your success as a handicapper.**
- (4) I have NO interest in seeing your answers to the questionnaire. They are Only are for YOUR edification, and possibly a qualified M.D.**
- (5) If you scoff at the whole idea, YOU will suffer for it, NOT I.**

DNA Nobel winner on lookout for new worlds to conquer

Crick's latest trek into the unknown is the book "The Astonishing Hypothesis: The Scientific Search for the Soul." Its central tenet — that everything we see, feel and think is nothing more than the behaviors of a pack of neurons and molecules — is vintage Crick.



Francis Crick



Howard G. Sartin, Ph.D

The Psychology of Winning

Decontaminating Your Mind Set

MARK TWAIN said, "It's a difference of opinion that makes Horse Racing." Unfortunately he was correct about that. What he **DID NOT** say is that it's a difference of opinion that makes the difference between **WINNERS** and **NON-winners** in horse racing. This is because only correct, **WINNING OPINIONS**, pay off at the end of a race.

Most "Horseplayers" ignore that fact. They cling to erroneous opinions regardless of the outcome of a race. When they lose they blame the jockey, trainer, post position or some other subjectively perceived factor that made their "Opinion" inaccurate.

I receive letters almost daily telling me how "The **BEST** horse didn't win because-," One of the above reasons is almost universally the "cause." I always reply that the "Best" horse loses twice as often as it wins which is why I have always recommended wagering on **TWO** horses to win. The "Best" horse **AND** the actual winner. Somehow the "opinionated" person fails to see the humor in that response.

One of the most prevalent of opinions is that The Daily Racing Form Speed Rating and Variant are virtually useless. Most "experts" have perpetuated this myth because they heard about it or read about it from some other "expert." And it must

be added that most of those "experts" are selling Speed Figures and/or Variants themselves, so their opinions on the matter are self-serving. That myth was recently exposed as false by JIM BAYLE of SPORTS STAT, (2540 Cherrywood, Las Vegas, NV. 89108.) In a comparison report based on his enormous data base, he determined that the highest of the last three DRF Speed Ratings plus Variant was the overall BEST Performance indicator in terms of return on investment. (See FU#47).

In tribute to a TRUE expert and consummate gentleman, TOM BROHAMER, it must be noted that he publicly apologized at our Oklahoma Seminar for not accepting my own statistics on the validity of the DRF Speed Rating as compiled from 1975 forward. His respect for the accuracy of BAYLE'S data service outweighed his long-held "opinion" and, as he put it, he ate crow. I did *NOT* want him to eat crow; just to acknowledge the fact so that others might use his gracious willingness to adjust his "opinions" as an example for them to do likewise. Many did and we thank TOM for living up to his well deserved reputation for accepting and declaring reality over opinion.

It will be a cold day in Hell before most other "experts" will allow reality to override their cherished "opinions." This is why I have *NO* handicapping opinions; although *I DO* have strong, even "warped" opinions on almost everything else. Even the nationally renowned radio network host JACK RUBIN, on whose program, RUBIN ON RACING, I was a recent guest, was surprised by the results of BAYLE'S report. But he didn't argue about it. Like Tom Brohamer, he is wise enough to accept reality. To maintain a position as host of a nationally broadcast radio show he has to be eclectic and appeal to ALL sorts of opinions. That's a given. But unlike SOME radio hosts he interviews people to give his audience *THEIR* concepts NOT his own. That's why he's respected so much both as a radio host and person.

For those of you who are still skeptical, let me tell you WHY the DRF SR+V gets superior investment results to Beyer figures, Kuck figures and many other "figure" services whose names I won't mention since I have no axe to grind in the matter. ANY figure based on an ARBITRARY standard from which it does NOT deviate will perform better than figures compiled from subjective orientation, no matter how expert. The fact that the DRF Three Year Best may not be reflective of average times and that its measurement of Variant, by distance on a given day may be subject to the the class of the horses running that day, is of no consequence. If you can't accept that, try it for yourself. Use an arbitrary number for virtually ANYTHING without deviation or subjective alteration and it will be more productive than subjective zigging and zagging.

A good example of this was seen in users of Phase One or TPR or whatever it's being called by those who purloined it to sell as their own. I said to always use an AVERAGE daily variant of 17. Then users from various parts of North America began arguing that at THEIR track the average was 14 or 21 or 24 or whatever. And also that it changed by distance and surface. So they used a different average from race to race and wondered WHY they were having little success. Phase One, or TPR or whatever, is for the Keep It Simple Stupid crowd and NOT recommended for advanced clients but, to the degree that it works, it works BEST ALWAYS using the 17 average variant. Take ANY number as an average and then utilize a plus or minus of all deviations from THAT number and you get the SAME result. The trick is to always use the SAME NUMBER from which to make deviations.

This also goes for the way people use handicapping computer programs. They keep altering their application of readouts in accordance with what won the "Last" race instead of following a consistent pattern. Some handicappers purchase elaborate data base programs to compile proficiency averages readout by readout. They come up with a hodge podge of numbers that are totally confusing. As a result they seldom win consistently. This kind of ongoing research *DOES* serve one good purpose; however, it is so time consuming that it keeps them occupied and away from the track so they never *LOSE* any money.

That's why we have developed the computer program: FACTOR EVALUATOR 2A with specific factors to evaluate, by program, for *WIN, PLACE AND SHOW*. Using this program can produce a great deal of profit. But I suspect that even the *WORST* handicapping program ever devised will out sell it three to one. WHY? because the vast majority of "Horse-players" are not interested in REALITY. They prefer to live or die (mostly die) by their "Opinions."

All too often we hear the phrases "Right" or "Wrong" applied to handicapping and the decisions made therefrom. These are terms of moral judgment, not handicapping. We should learn to alter our thought and speech patterns by using "Correct" or "Incorrect." Correct is when you get a payoff, Incorrect is when you don't. In an aleatory endeavor like ours, that is *ALL* that counts and any contrary rationalization, despite anyone's "opinion", is useless.

Now, keeping its author anonymous as always, I'm going to quote from a letter to me from a client in which we will find a perfect example of why many persons cannot consistently win. This person was doing reasonably well over a period of time when he was availing himself of some personal counseling in my office. Then he began consorting with fellow "Horseplayers" and exchanging "opinions." He's an extremely nice, affable person but he just can't resist hanging out and talking horses with fellow railbirds. He started losing and decided to cut back on his handicapping

and betting because, as he wrote me, he was in a "Slump." I replied that there is no such thing as a slump for us so long as we followed a consistent handicapping/wagering strategy. Here is a part of his response to *THAT*:

"It is my understanding that when a *BASEBALL* player goes into a slump he tries anything to shake it. This includes, but is not limited to, trying a tighter bat, changing his stance at the plate, studying his performance on video tape, reducing the arc of his swing, etc. ad nauseam. *WHY* should this be different with a handicapper? My *GAME* (sic) went south and it was costing me bucks. I tried the above *BASEBALL* things as they applied to handicapping.."

MY RESPONSE is

(1) Baseball "Things" do *NOT* apply to Handicapping. Ours is *NOT* a game, (as he called it). If one is to be successful, it is a profession like Law or Medicine. Lawyers or doctors who excuse failure because they went into a slump wouldn't last long; especially a surgeon wielding a scalpel. I wonder how the writer of the letter would feel if he were on an operating table and his surgeon told him just before the anesthetic took effect that he was in a "slump?"

(2) Top name Baseball players, many of whom are spoiled brats, get paid in the millions for batting 300. Three hits for ten at bats (not counting walks). Even mediocre baseball players receive more annually than the best of handicappers with similar "batting" averages. (3 wins per ten races).

(3) Handicappers cannot go on strike just because they're dissatisfied with their average mutuels. Baseball players can and do.

(4) Excusing failure on the basis of comparison with a physical sport is self-deluding. Ours is a mental avocation and adherence to *SPECIFIC* psychological guidelines precludes the possibility of a prolonged slump. We don't have to change our batting stance, we change our attitude *BACK* to the one we had while winning.

(5) And, contrary to my most forceful advice, he started hanging out with "horseplayers" and talking horses. That alone is worse than the total of 1 through 4.

Handicapping and baseball have but one thing in common: the use of percentages. We have often heard the term, "playing percentage baseball" as applied to managerial decisions. Walk a batter, play the infield up or back or shift the outfield right

or left, hit or take or bunt or whatever. These decisions are made in accordance with long range statistics. However those stats are available to *ALL* managers so in the final analysis it becomes a matter of percentage baseball plus *TEAM* ability that gets teams to the World Series (whenever they decide to have one again). The same principle applies also to the strategies used by offenses and defenses in Football and, although it's faster and more spontaneous, Basketball.

The concept of using statistics also applies to handicapping. The over-riding difference is that, while all managers and coaches of Sports Teams have a full set of valid statistics and utilize them to advantage, the vast majority of "horseplayers" do NOT. And those who DO believe in certain stats often have inaccurate or weighted ones and even then apply them erroneously.

I have often compared handicapping to Chess or Warfare, but *BASEBALL*?

In keeping with the Psychology of Winning article in FU #47, I hinted to this client that his problem "Could" be Attention Deficit Hypo/Hyper-active Disorder and that he might want to see a specialist. To which he replied: "Hell, I thought *YOU* were the specialist."

He knows that I'm not an M.D. and cannot prescribe drugs, so this was a kind of childish response to my serious attempt to counsel.

In fairness to him he has since said that "paying attention to current realities is what I have to do."

"Right on," I answered. And then added. "Just make sure they're current and not yesterday's which you've relied on before by both modeling *AND* profiling everything but the kitchen sink and then averaging the figures and, despite much contradictory evidence, betting on those averages." I've been saying it for years but some just won't accept the fact that AVERAGING, IN ANY FIELD, including statistics, is folly. Just read the recent "Sex Report" from the University of Chicago if you need more evidence of this.

The practice of *OVER MODELING* and Profiling has been the cause of *ALL* his, and a number of other clients' "slumps." I keep saying it and writing it but there are those whose "opinions" dictate otherwise. This is contaminated inflexibility which, to us, is a disease.

Curing this disease of "contamination" is fairly simple in any field other than handicapping or perhaps, politics, where it is even more pronounced, at least with the ones who *WIN* the elections. I've already mentioned Law and Medicine. Add Accounting, Engineering, Plumbing, Computer Programming, Truck Driving, Bar-

tending, Carpentry or *ANY* other endeavor where competence takes precedence over "opinion."

Those who associate what we do with "gambling" have a built in excuse for failure. Although gambling is on the increase and, thanks to the American Indian movement to reverse manifest destiny with casinos and horse rooms, it has become somewhat more socially acceptable. Still, the news media is filled with documentation from prominent members of the law enforcement, psychiatric and sociology fields, warning us of the evils of gambling, each from their own perspective. The warnings are doubly echoed by those from the church field. (I almost said religious but church and religion have little in common).

Despite the influx of gambling it is still "officially" regarded as socially and morally reprehensible if one aspires to do it for a "living." While I have always resisted associating handicapping with gambling, mine is but a small and distant voice in the eyes of my peers and those whose "opinions" influence all of the other "people-oriented" professions.

It is sad but true that in handicapping if we can give ourselves an EXCUSE NOT to win, be it conscious or unconscious, we **WILL NOT WIN.**

"That which we fear the most surely shall befall us."

It's in the Bible and has been echoed in several ways by many renowned authors, not the least of whom was Shakespeare.

In any stochastic venture, including the stock market and real estate speculation, we *ALL* have an innate fear of *NOT* winning. However, in those more socially respectable fields, one's inner fears are not tested every 30 minutes, or less if we're multiple track wagering at off-track sites. In a day of racing they are severely and frequently tested and those who cannot stand the pressure succumb to it and, no matter how valid their handicapping information, fail. This failure is of itself more infectious than the worst kind of virus because it feeds on the mind so insidiously that it can become all consuming like Cellulitis, the tissue eating disease, that has been in the news so much lately.

The common consensus is that knowledge will overcome fear and prevail in any endeavor. The question is *WHAT* knowledge. Handicapping experts will tell you that this knowledge is based on *MORE* information. I take issue with this precept, even though it is shared by the most revered of experts *ALL* of whom criticize me for suggesting the use of the *BEST* of the last three SR+V, comparable distance-surface, etc. as an *ALTERNATIVE* for picking contender and pace lines *BY THOSE WHO HAVE BEEN SEEKING SUCCESS FOR YEARS IN VAIN* because they

couldn't/wouldn't apply the essentials of successful *EXPERIENCE* to their contender/pace line selections.

This *ALTERNATIVE* has worked well for many in overcoming their previous fears on the subject. The mere possession of knowledge and/or information gained solely from books or lectures isn't enough. *DOING* it successfully, time after time is an answer; but continuously *DOING IT* and making, time after time, the same mistakes, is something that has plagued many of our people for years. For me to stand up and tell you to *LEARN TO DO "With Basic"* or perish, would be sacrilege and in total defiance of the ethics of a Healing Arts professional. So I'll just have to weather the criticism of those experts who deplore my stance on the matter.

I have learned over 20 years of dealing with with aspiring handicappers that mere possession of informational knowledge has *SELDOM* helped *ANYONE* to overcome fear of *ANY KIND*. Those renowned experts who doubt that should tell me why more academics and intellectuals go to psychiatrists to cure anxiety (fear) than *ANY OTHER* segment of our society, including those who can get treatment *FREE* through our magnanimous welfare system?

The conquest of fear comes from *WITHIN*. If more handicapping knowledge or information has a positive effect on the *INNER SELF*, giving one more self-esteem, then expert opinion is well taken. I would be first in line to let them demonstrate their premise. But I'm willing to let *YOUR* results determine the ultimate answer.

I have only handicapped side by side and revealed my wagering choices with but *THREE* other members of our group: Jim "The Hat" Bradshaw, Tom Brohamer, and Vic Palermo. I'm *NOT* including those with whom I've handicapped and wagered who are "students." I'm referring only to the three who are charter or teaching members and who I know *WIN* with a degree of consistency that warrants their publicity.

Bradshaw makes selections through his insights and experience and from doing so many computer programs that he *KNOWS* what the computer would say without looking. Brohamer selects on the basis of *VAST* horse racing knowledge and experience *PLUS* the use of scientific and computerized data. Palermo claims no great handicapping skills but atones through record keeping and reliance on his computer programs. I'm completely computer dependent if the wager exceeds \$20. Under \$20 I'm like Bradshaw, except that I more frequently wager on *TWO* horses and always *BOX* my exotics.

"The Hat" and I used to always say that Brohamer was the handicapper and we were just pickers of winners. Now Brohamer stoutly maintains that Jim is definitely

a handicapper, in the classical meaning of the word and that I am too; but he was less emphatic when including me. Frankly I don't want to be known as a good handicapper. TOM told the Oklahoma Seminar group that he hated to handicap side by side with me because after he worked so hard to analyze a race and make his wager, I would come up with some "off the wall" (his term) horse" who won and paid handsomely. He was kind enough not to mention that I also tend, in those situations, to gloat.

This doesn't mean that I'm more of a winner than Tom or Jim. It's just that we frequently wager on different choices yet we all end up with about the same share of winners and afterwards gloat together. Vic Palermo also get *HIS* share but limits his picks to those who'll pay 4 to one or better, which limits his "Play"; and he will *NOT* wager unless the race conforms to the data from his meticulously kept records.

I have a sneaking feeling that successful "Handicappers" are born, not made and that, despite the valiant efforts of Brohamer or Ainslie, et al, so-called handicapping *CANNOT BE TAUGHT* per se, but *CAN* be learned. By the same token *WINNING* can be *TAUGHT* and *LEARNED* by those with very little "Classic Handicapping" knowledge.

As for that "Basic" handicapping knowledge, the question is: Learned from *WHAT* source? This is the rub. This is the problem. *WHAT* is *BASIC* handicapping? Is it that espoused by Ainslie, Quinn, Quirin, Dowst, Taulbot, Beyer, Davidowitz or any of a dozen other authors?

And, the most important question: are we learning from *WINNERS* or merely talented wordsmiths whose glib espousals are most impressive but who will *NOT* translate their words to deeds; who will *NOT* commit themselves to helping others become *WINNERS*!

If you read *EVERY* handicapping book that has ever been written, as I think I have, you'll get a wealth of conflicting information; or in most cases, mis-information. The buzz term is "Basic" Handicapping knowledge." Yet what might have been "basic" ten years ago is *NOT* basic today. Anyone doubting this should peruse the results charts from various tracks as seen in the DRF NATIONAL CHARTS WEEKLY.

I would never try to embarrass or challenge any handicapper who is consistently *SUCCESSFUL* and believes in the validity of *BASIC* handicapping knowledge, but without their knowing the results before hand, I would be most interested in witnessing their ability to handicap the races from Santa Anita Oak Tree, Sunday, Oc

tober 16, 1994. **TWO** horses, one paying \$7.40 the other, \$6.60 won through "BASIC" principles.

7096—SIXTH RACE. 6 Furlongs. Purse \$30,000. Maiden, Fillies, 2-year-olds.

Index	Horse and Jockey	Wt.	PP	ST	1/4	1/2	3/4	Str.	Fin.	To \$1
5358	Inthefastlane. L Pincay Jr	117	8	1	1 1/2	1 1/2	-	14	110	2.70
6009	Valid Attraction. C Black	117	3	2	32	21	-	22	21	4.80
4541	Laguna Seca. D Flores	117	1	4	4hd	4 1/2	-	41	3 1/4	4.60
6069	Artica. F Valenzuela	117	4	8	8	6 1/2	-	54	4 1/4	27.60
5358	Make Your Call. A Solis	117	2	3	2hd	32	-	3 1/2	510	15.60
	Mari's Sheba. M Pedroza	117	5	5	5 1/2	5 1/2	-	6 1/2	6 1/4	9.80
5195	Grace Of Diamonds. Sorenson	117	7	7	7 1/2	8	-	7hd	7 1/2	67.80
	Lady Kerosene. K Desormeaux	117	6	6	6 1	7hd	-	8	8	1.70
	Scratched — Kalso.									

8—INTHEFASTLANE..... 7.40 4.20 3.40

3—VALID ATTRACTION..... 4.60 3.20

1—LAGUNA SECA..... 3.40

Off: 3:45 Time: :21.3:44.3:56.3 1:09 1/5. Track: Clear & Fast. Winner-dbb.f.2 Once Wild-K.A Party Tr-Darrell Vienna Own-Herrick. Milch & No Problem Stable. Mutuel Pool

7099—NINTH RACE. 7 Furlongs. Purse \$10,000. 3-year-olds and up. Claiming price \$10,000.

Index	Horse and Jockey	Wt.	PP	ST	1/4	1/2	3/4	Str.	Fin.	To \$1
7009	He's Domineering. L Pincay Jr	118	9	2	2hd	1hd	-	12 1/2	18	2.30
6108	Deferred. M Pedroza	116	11	4	6hd	31	-	23	2 1/2	3.70
6134	Brig Time. G Cooper	116	2	8	8 1/2	8 1/2	-	3hd	32	69.10
6113	Payand Payand Pay. A Solis	116	5	11	10 1/2	9hd	-	52	4 1/2	3.90
7019	McClymonds High. J Scott	116	1	6	32	4hd	-	42	5 1/2	35.30
7005	My Liberty. M Garcia	111	7	9	93	102	-	7 1/2	62	34.50
6172	Wine Master. M Linares	116	4	10	11	11	-	81	7hd	70.80
(6187)	Theforcebewitchyou. J Vitek	111	6	7	5hd	5 1/2	-	62 1/2	8no	14.40
6044	At Issue. G Almeida	116	10	3	72	6 1/2	-	92	9no	20.00
6168	Dick Tracy (Fr). K Desormeaux	116	3	5	4 1/2	7hd	-	10 1/2	1010	2.80
7038	Navegante Toss (Arg). W Guerra	116	8	1	1 1	2 1/2	-	11	11	37.30
	Scratched — Play Paint.									

10—HE'S DOMINEERING..... 6.60 4.40 3.40

12—DEFERRED..... 4.60 3.80

2—BRIG TIME..... 11.20

Off: 5:18 Time: :22.4:45.4 1:10 2/5. 1:22 4/5. Track: Clear & Fast. Winner-dbb.g.6 Kris S-Bidding Bold Tr-Bill Spawr Own-Calhoun or Donn. Mutuel Pool \$320,757. Exacta Pool \$248,899. Daily Double Pool \$168,739. Trifecta Pool \$395,851. Quinella Pool \$42,334. Triple Pool \$117,201.

\$2 EXACTA (10-12) PAID \$22.80 \$2 DAILY DOUBLE (1-10) PAID \$67.60
\$2 TRIFECTA (10-12-2) PAID \$459.40 \$2 QUINELLA (10-12) PAID \$12.60
\$3 TRIPLE (1-1-8,10) PAID \$1,349.10

The other winners paid off with mutuels that ranged from a low of \$12 to a high of \$38.60. **ONE** old **BASIC** bit of handicapping information was that short fields produce short prices. On this day there was an \$18.80 winner in a **FIVE** horse field.

Oak Tree Charts

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Oak Tree Racing Association, Santa Anita Park, Arcadia, California.
All finishes confirmed by Eclipse Photography, Inc.
Sunday, October 16, 1994. 11th Day of a 27-Day Meet.

7091—FIRST RACE. 6 1/2 Furlongs. Purse \$24,000. Fillies and mares, 3-year-olds and up. Claiming price \$32,000-28,000.

Index	Horse and Jockey	Wt.	PP	ST	1/4	1/2	3/4	Str.	Fin.	To \$1
5321	Wild Express, G Almeida	116	6	4	41	3 1/2	-	3 1/2	1	10.40
5352	Sarita Sarita, J Vitek	109	7	7	61	5 1/2	-	5hd	2 1/2	9.70
5321	Fast Reward, L Pincay Jr.	117	1	5	1 1/2	12	-	1 1/2	31	5.40
5259	Hurry Home Helen, D Sorenson	116	3	2	7	6hd	-	66	41	18.80
4475	Livemore Lady, A Solis	116	2	1	31	44	-	42	5 1/2	2.00
5321	Winning Start, K Desormeaux	116	4	3	2hd	2 1/2	-	2hd	622	3.00
(5352)	Spectacular Fort, Delahoussaye	116	5	6	5 1/2	7	-	7	7	3.50

6—WILD EXPRESS.....22.80 10.60 6.60

7—SARITA SARITA.....9.20 5.40

1—FAST REWARD.....4.80

Off: 12:41 Time: :21.4 :44.2 1:09 3/5. 1:16 1/5. Track: Clear & Fast. Winner-b.f.4 Wild Again-Jean Royale Tr-Gary Lewis Own-Charles W Dunn, Mutuel Pool \$259,967. Exacta Pool \$214,068. Quinella Pool \$43,403.

\$2 EXACTA (6-7) PAID \$158.60 \$2 QUINELLA (6-7) PAID \$86.40

7092—SECOND RACE. 1 1/16 Miles. Purse \$13,000. 3-year-olds and up. Claiming price \$12,500-10,500.

Index	Horse and Jockey	Wt.	PP	ST	1/4	1/2	3/4	Str.	Fin.	To \$1
6150	Military Shot, M Pedrosa	116	7	8	8	62	1 1/2	1 1/2	13 1/2	5.00
5249	Fast Eddie Jones, J Altherton	111	3	2	4hd	5hd	5 1/2	5 1/2	21 1/2	19.60
6168	Amigo Menor (fr), F Valenzuela	116	2	1	61	6hd	8	74	3 1/2	4.70
6096	Mizter Interco, L Pincay Jr.	117	6	6	7 1/2	7 1/2	4hd	62	42	1.10
6172	Bold Patriot, G Baze	116	5	3	3 1/2	3 1/2	31	4hd	5nk	10.30
5381	Joboc, A Castanon	116	4	3	21	2hd	2 1/2	21	64 1/2	33.20
7019	Gas Man, B Harvey	116	1	4	1hd	1hd	1hd	3hd	73 1/2	4.00
6150	Purdue Prince, G Almeida	116	8	7	5 1/2	41	7hd	8	8	52.00

Claimed — Mizter Interco-Glassman & Hollendorfer-Jerry Hollendorfer.

7—MILITARY SHOT.....12.00 6.20 3.80

3—FAST EDDIE JONES.....14.80 6.40

2—AMIGO MENOR.....4.20

Off: 1:10 Time: :23.1 :47.1 1:11 4/5. 1:37 1/5. 1:43 4/5. Track: Clear & Fast. Winner-b.g.7 Lyphard's Wish-Pavahra Tr-Jack Carava Own-Gravina & Sprague, Mutuel Pool \$260,468. Exacta Pool \$197,859. Daily Double Pool \$240,785. Quinella Pool \$39,450. Trifecta Pool \$131,229.

\$2 EXACTA (7-3) PAID \$193.00 \$2 DAILY DOUBLE (6-7) PAID \$127.80
\$2 QUINELLA (3-7) PAID \$95.40 \$2 TRIFECTA (7-3-2) PAID \$1,012.00

7093—THIRD RACE. 1 1/4 Miles Turf. Purse \$100,000-added. "Las Palmas Handicap." Grade II. A Handicap for fillies and mares, 3-year-olds and up.

Index	Horse and Jockey	Wt.	PP	ST	1/4	1/2	3/4	Str.	Fin.	To \$1
4062	Aube Indienne (fr), Desormeaux	115	4	3	31	3 1/2	3 1/2	2hd	1nk	8.40
5252	Queens Court Queen, A Solis	115	5	2	24	24	21	1hd	2 1/2	7.90
5088	Skimble, E Delahoussaye	116	1	1	1hd	1	1hd	3 1/2	3 1/2	2.10
4470	Corrazona, L Pincay Jr.	120	3	5	5	5	4 1/2	4 1/2	42	7.00
5079	Ask Anita, C Black	115	2	4	4 1/2	4hd	5	5	5	11.10

Scratched — Baby Diamonds.

5—AUBE INDIENNE.....18.80 6.60 3.60

6—QUEENS COURT QUEEN.....5.80 3.40

2—SKIMBLE.....3.40

Off: 2:11 Time: :24.4 :48.2 1:12 4/5. 1:37 2/5. 1:49 3/5. Track: Clear & Firm. Winner-ch.f.4 Bluebird-Salvora Tr-Charles Whittingham Own-Frankfurt Stable, Mutuel Pool \$328,587. Exacta Pool \$324,101. Quinella Pool \$50,867.

\$2 EXACTA (5-6) PAID \$89.40 \$2 QUINELLA (5-6) PAID \$41.00

7094—FOURTH RACE. 6 1/2 Furlongs. Purse \$30,000. Maiden. 2-year-olds.

Index	Horse and Jockey	Wt.	PP	ST	1/4	1/2	3/4	Str.	Fin.	To \$1
5371	Amerigo, D Flores	117	1	1	1hd	23	-	1 1/2	11	18.30
4385	Lake George, K Desormeaux	117	5	8	8 1/2	65	-	3 1/2	2 1/2	17.10
4385	Chief Capote, P Atkinson	117	4	4	31	3hd	-	42	3hd	1.40
5313	Senovio, F Valenzuela	117	2	6	21	1hd	-	24	4 1/2	4.30
5313	Majestic N Green, L Pincay Jr.	117	7	10	10	10	-	8 1/2	5 1/2	21.80
5313	Fahrenheit, A Solis	117	6	9	93	94	-	7 1/2	6 1/2	5.90
5313	Shchi, M Pedrosa	117	3	7	54	5 1/2	-	5 1/2	7 1/2	9.50
5313	Flying Rebel, C Black	117	10	5	7hd	7hd	-	93	84 1/2	12.00
5313	Hobby, W Guerra	117	9	3	63	82	-	10	91	22.80
5349	Sleek Cat, J Altherton	112	8	2	4hd	4 1/2	-	63	10	10.60

Scratched — To Be Khaled.

1—AMERIGO.....38.60 18.40 9.80

5—LAKE GEORGE.....15.40 6.00

4—CHIEF CAPOTE.....3.00

Off: 2:43 Time: :21.4 :44.3 1:10 2/5. 1:17 2/5. Track: Clear & Fast. Winner-ch.c.2 Rahy-Taiwanese Tr-D Wayne Lukas Own-Robert B & Beverly, J Lewis, Mutuel Pool \$322,212. Exacta Pool \$230,837. Quinella Pool \$45,441. Trifecta Pool \$221,281. Triple Pool \$96,701.

\$2 EXACTA (1-5) PAID \$453.80 \$2 QUINELLA (1-5) PAID \$207.80
\$3 TRIPLE (7-5-1) PAID \$2,858.70 \$2 TRIFECTA (1-5-4) PAID \$1,930.20

7095—FIFTH RACE. One Mile. Purse \$13,000. 3-year-olds. Claiming price \$12,500-10,500.

Index	Horse and Jockey	Wt.	PP	ST	1/4	1/2	3/4	Str.	Fin.	To \$1
7019	Heezfor Gramps, J Vitek	110	9	2	3 1/2	3 1/2	2 1/2	24	1 1/2	6.30
6098	Two Minute Drill, F Valenzuela	117	7	1	11	1 1/2	11	1hd	2 3/2	3.50
6163	Dudeicle, N Goodwin	110	2	7	72	7hd	73	5 1/2	3 1/4	21.90
7038	Bandana Buck, M Pedrosa	113	8	10	10	10	9 1/2	8 1/2	4nk	27.50
6145	Smoke In Motion, A Solis	115	4	9	91	61	5hd	3 1/2	6 1/2	1.70
6131	Hail Bold Beauty, B Harvey	116	3	4	52	5 1/2	62	61	6 1/2	72.60
7001	Flying Mate, M Garcia	110	10	3	2 1/2	21	4 1/2	4 1/2	72	26.70
6074	Family Law, D Sorenson	115	5	8	6hd	8 1/2	81	9 1/2	8hd	7.90
6163	Passionet Prospect, G Almeida	113	5	5	42 1/2	4 1/2	3hd	7 1/2	6 1/2	5.10

Mr. Derrick K., G Cooper

Claimed — Mr. Derrick K., Team Green-Roger M Stein.

9—HEEZFOR GRAMPS.....14.60 6.40 4.80

7—TWO MINUTE DRILL.....4.60 3.80

2—DUDEICLE.....8.20

Off: 3:15 Time: :23.1 :47.1 1:12 1/4 3/5. 1:37 3/5. Track: Clear & Fast. Winner-ch.g.3 Al Mamoon-Grandpa's Kelly Tr-Roger M Stein Own-Silber & Tatch, Mutuel Pool \$319,166. Exacta Pool \$255,648. Trifecta Pool \$294,978. Quinella Pool \$45,071. Triple Pool \$118,314.

\$2 EXACTA (9-7) PAID \$57.20 \$2 TRIFECTA (9-7-2) PAID \$736.80
\$2 QUINELLA (7-9) PAID \$25.20 \$3 TRIPLE (5-1-9) PAID \$5,781.90

7097—SEVENTH RACE. One Mile. Purse \$37,000. Allowance. 3-year-olds and up.

Index	Horse and Jockey	Wt.	PP	ST	1/4	1/2	3/4	Str.	Fin.	To \$1
5359	Cezind, G Almeida	121	1	6	3 1/2	3hd	21	2 1/2	14 1/2	12.10
5363	Earthrise (fr), F Valenzuela	115	6	9	82 1/2	61	43 1/2	42 1/2	2no	4.90
6159	DQ-Fixt Man, D Flores	118	2	1	1 1/2	11	11	1hd	3hd	3.40
5246	Intervallo, K Desormeaux	118	4	5	6 1/2	32	31 1/2	31	41 1/2	3.70
5333	Gunnys Gold, E Delahoussaye	118	3	8	2hd	41	5hd	6 1/2	63 1/2	5.60
5333	College Town, A Solis	115	8	7	9	9	7hd	7 1/2	63 1/2	3.40
5359	Danakil, L Pincay Jr.	118	9	4	7 1/2	7hd	62	5hd	74 1/2	11.50
6175	Half Past Ten, J Scott	118	5	3	5 1/2	5hd	85	815	817	76.00
5139	Sweet Tea N Me, J Vitek	113	7	2	4hd	8 1/2	9	9	9	29.70

DQ — Disqualification Fixt Man was disqualified and placed fourth.

1—CEZIND.....26.20 11.80 6.00

6—EARTHRISE.....6.80 4.80

4—INTERVALLO.....3.40

Off: 4:17 Time: :22.4 :46.4 1:10 3/5. 1:23 1:35 2/5. Track: Clear & Fast. Winner-b.g.4 Ferdinand-Celine Tr-Charles Whittingham Own-Howard, B Keck, Mutuel Pool \$378,945. Exacta Pool \$271,504. Quinella Pool \$49,022. Triple Pool \$91,179. Trifecta Pool \$254,242.

\$2 EXACTA (1-6) PAID \$198.20 \$2 QUINELLA (1-6) PAID \$75.80
\$3 TRIPLE (9-8-1) PAID \$1,915.20 \$2 TRIFECTA (1-6-4) PAID \$758.60

7098—EIGHTH RACE. One Mile Turf. Purse \$100,000-added. "Col. F.W. Koester Handicap." Grade II. A Handicap for 3-year-olds and up.

Index	Horse and Jockey	Wt.	PP	ST	1/4	1/2	3/4	Str.	Fin.	To \$1
5387	Bon Point (GB), E Delahoussaye	116	5	3	11	1hd	1hd	22	1 1/2	6.20
(5169)	Journalism, L Pincay Jr.	120	2	1	2 1/2	2 1/2	1hd	22	2	.90
5097	Johann Quatz (fr), A Solis	117	3	4	5	5	5	5	3 1/4	3.30
5297	Rapan Boy (Aus), C Black	116	4	2	3 1/2	3hd	3hd	3hd	4 1/2	4.50
(5246)	Lit De Justice, K Desormeaux	115	1	5	4 1/2	4 1/2	4 1/2	4 1/2	5	6.70

Scratched — Whari.

1—BON POINT.....14.40 4.40 2.60

3—JOURNALISM.....2.80 2.10

4—JOHANN QUATZ.....2.40

Off: 4:48 Time: :23 :46 1:09 1/5. 1:21 2/5. 1:33 4/5. Track: Clear & Firm. Winner-b.c.4 Soviet Star-Twixt Tr-Robert Frankel Own-Juddmonte Farms, Mutuel Pool \$350,047. Exacta Pool \$305,679. Quinella Pool \$44,859. Triple Pool \$112,208.

\$2 EXACTA (1-3) PAID \$34.60 \$2 QUINELLA (1-3) PAID \$11.40
\$3 TRIPLE (8-1-1) PAID \$1,226.70

Unusual? NO! It's been going on like this *THROUGHOUT* North America for well over a year. In order to isolate the precise factors that produce high paying winners Shane and I have dedicated much of our in-house research to long shot winners, especially those in short fields, of which there have been a veritable plethora. From this research our new Quad-Rater was born. The principle source of our research was using FACTOR EVALUATOR 2A which we are now offering to share with *YOU*.

Perhaps *THIS* is what Tom Brohamer meant when he flattered me as being a handicapper: my ongoing research and use of only VALID STATISTICAL REALITIES in order to pick winners. This is *NOT* the same as being a good handicapper or using *BASIC* handicapping knowledge. It's merely using *SPECIALIZED* self-learned knowledge and a vague distrust of almost *ALL* knowledge coming from the majority of outside sources.

The problem from which many clients suffer is *NOT* lack of so-called "basic" handicapping knowledge, it is an almost total ignorance of the true statistics of racing and the *VIALE* data that produces profit. I've never denied an advanced program to persons who lack "basic" handicapping skills, only to those who are oblivious of the realities that produce horses that win, place or show.

The BASICS of yesterday will not produce longer priced horses today. The new BASICS, once a lot of "experts" start accepting them and writing books and articles about them, will NOT produce Tomorrow's longer priced horses.

Handicapping, regardless of how some may view it, is *NOT* a religion. It has *NO* Ten Commandments. No multitude of laws handed down on golden tablets by God or those whose writings sound like they were written by the gods. It has but *THREE* commandments and, like the Ten Commands, they are obeyed by very few:

(1) "Reality, not opinion shall be thy guide and ye shall not bow down to the graven images of those who proclaim themselves deific without double checking their data.

(2) "Thou Shalt Win More Than Lose." You can take that to mean races or money. But, no matter what anyone says, Bradshaw is correct: "If you win enough races the money will inevitably follow."

(3) " Know thyself and seek the truth so that ye shall be worthy of Self Esteem; for with truth and self-esteem ye shall forever prevail in ALL worldly matters." We brush our teeth a couple of times a day and wash our hands an average of eight times a day. (Unless we have a Pontius Pilate Complex and wash them every few minutes). Why NOT wash our MINDS once in a while? There's plenty of soap for the asking. Hundreds of books available - NOT on handicapping but on Psychological Decontamination. Plus 48 issues of the Follow Up. My lord, has it been THAT many?

I WAS Robbed - ONLY FINISHED 3RD - - - Doc

Messy home office wins honors

► Claremont man awarded computer and visit from clutter consultant.

The Associated Press

CLAREMONT

Clive Miller won a national contest, but the way he runs things the prize is likely to get lost in the shuffle.

Miller was judged to have the messiest home office in America in a contest run by Home Office Computing magazine.

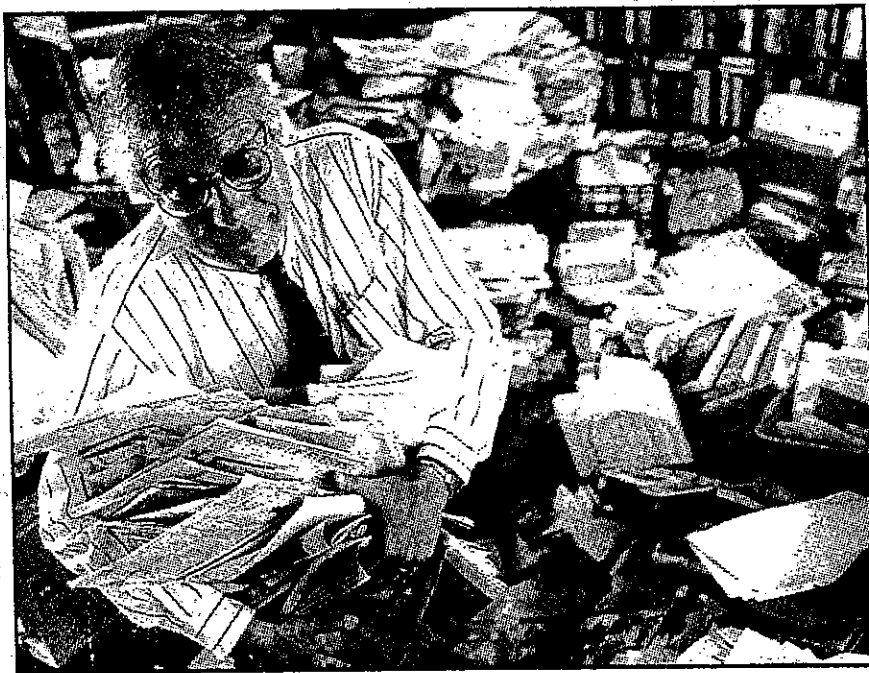
It's so messy that he almost failed to enter the contest.

"I called the magazine and they sent me a copy that explained the contest," said Miller. "But, of course, I put it in here somewhere and couldn't find it after a while."

The 56-year-old writer and former professor of literature at Stanford University eventually entered and bested hundreds of other contenders.

"I don't know whether to feel elation or shame at what I've done," Miller said.

His 300-square-foot home office



The Associated Press

Clive Miller poses in his cluttered Claremont home office in this undated photo from Home Office Computing magazine.

is piled high with wobbly towers of old bank statements and investment magazines, his plastic in-and-out trays hopelessly crammed.

Miller's prize is supposed to make sure he doesn't win again.

He'll receive a computer intended to eliminate paperwork, but more importantly, he also gets a four-day visit from a clutter control expert to help him clear a spot for the computer.



Howard G. Sartin, Ph.D

The Psychology of Winning

My eyes were certainly opened at the November Las Vegas Seminar. We announced that the teachers would be available on request for private consultation on any subject about which that teacher was qualified. To protect confidentiality all requests were in writing and given to me for the assignment of a consultant. Perhaps you will be as surprised as I at the result. There were 64 requests. 12 were for technical support (how to download, how to get the printer to work, etc.), and these were assigned to Shane and Spencer. Only 9 were handicapping questions. They were assigned to Bradshaw, Brohamer or Connolly, depending on their nature. That left 43 problems that were purely in the realm of the psychological, requesting counseling from either Phil Gowens or myself. Thank goodness Phil was there. 43 out of 64 is 67.14%. For you students of mathematics and statistics, 67.14 is almost exactly the number that constitutes a majority on a standard deviation co-efficient of correlation scale.

Do you think for one second that the majority of questions would be about psychological problems (some very deep) if they had to be asked in a public forum? Of course not. Like any other seminar or workshop the questions would be about handicapping or computer programs and the answers would, for the most part, merely confirm what the questioners already knew.

The plain truth is that, except for some newer clients, most of you KNOW how to pick contenders and pace lines and *winners*. Your records prove it incontrovertibly. Yet you fail to optimally act upon your knowledge because of anxiety, indecision, lack of determined focus and a number of other factors that have little or nothing to do with handicapping itself. We have a number of clients who say that the reason they don't go to seminars or workshops anymore is because they feel most of the handicapping and computer program instruction is old hat to them - stuff they already know. This may be true, but the question is, are they performing profitably from that knowledge?

We know that many are. Theirs are among the testimonials in the Follow Up's Vox Populi feature. Still, some are NOT - for the simple reason that there is still a cataclysmic void between their knowledge and the ability to put that knowledge into positive action.

This is a psychological problem that can be resolved. We know this because so many

clients have resolved it. With the addition of Phil Gowens to our teaching staff we now have more ability to help in that resolution. Our only problem now is to get NON-winning clients to accept the fact that, after absorbing just so much knowledge, their problems are psychological.

CASE IN POINT: Phil Gowens worked with a certain client who discounted the value of the Psychology of Winning. The client was a male, with an abundance of macho whose nature and occupation both dictated that psychology was for girls and sissies. Phil's relationship with this client was sufficiently deceptive to make the client think that he was getting handicapping lessons when all along he was getting therapy. The fact of the matter is that Phil did not dispense even one iota of handicapping matter - it was all psychotherapy. But because effective psychologists are all deceptive (we're a sneaky lot by nature and by training), this client never realized that his progress toward becoming a big monetary winner was psychotherapy based. Phil is a master of making therapy fun by disguising it as an exercise in improving handicapping.

Incidentally, the reason Phil is not at the March Las Vegas Workshop is that his wife Gloria won them a ten day vacation for two in Argentina. Ironically Buenos Aires, and Argentina in general, has the largest population per capita of psychologists and psychoanalysts in the world. Wow, will Phil be glad to get home!

In future seminars and workshops we'll offer more private counseling, and we'll direct more podium time to giving solutions to the kind of problems most heard in private. This way no one will be embarrassed and all attendees can maintain that wide-eyed innocent look of "he must mean you, not me". This is what we used to do when our seminar attendance was at its highest level.

Then we started this business of going over races chosen not by the attendees but the teachers. Big deal. And when a teacher misses a race, some smart ass walks up and says, "That's the last time I'll ever listen to an EXPERT." Just the kind of attitude we DON'T need. At the 1994 New Jersey Workshop, however YOU the attendee chose the races and were allowed to process them on computer and be the prime source of contender and pace line selection. That's the way it should be done: by the process of group participation. That's the way we'll do it at the March Workshop in Las Vegas.

That's the basis of group therapy. The Sartin Methodology is based on the therapeutic process. A self-help procedure for making you a consistent winner, not *touting*.

Ever since my Follow Up #47 article on *Attention Deficit Hyper/Hypo Activity Disorder*, phone calls and letters have been pouring in by the dozens. Never before throughout the Follow Up's history has any one article elicited such response. It seems that a great number of our clients flunked the test attached to the article.

Ironically, a number of the communications came from those who had already been diagnosed with ADHD telling me how they were able to cope by intense focusing and over-compensation. But most merely wanted advice on what to do about it. Not being an M.D., I could not prescribe for them either Ritalin or Cyclert and would not have prescribed any of the more powerful dextro-amphetamines, regardless. The over-the-counter (HEALTH STORE) medications known as: MENTAL EDGE and L-PYROGLUTAMIC (which may also be called L-Pyroglutamate) have proved quite effective for some.

I also said in the article that many other disorders might *appear* like (mimic) or be associated with ADHD. Many of you asked me about them. Genetic Neuro-Transmitter disorders that can be disturbing but not necessarily debilitating. I have one. It's called Synesthesia and comes in several varieties: Chromesthesia, Audiothesia...it makes you dream in technicolor, hear sights and see sounds. How would you like to look at a paceline and hear a Bach Prelude or Stan Kenton's *Artistry in Rhythm*? Or on hearing the word "love" see a beautiful sunset?

In answer to some of those questions, there are a number of disorders that mimic or manifest symptoms similar to those seen in ADHD that can be just as easily treated. You may wish to consult a physician (M.D.) *qualified* on the subjects. I stress *qualified*. Remember that when I went into kidney failure, my general practitioner M.D. originally said it was nothing but an inner ear infection. I had to plead with him for a blood chemistry test. The next day he called all panicky to tell me that I'd be on dialysis for the rest of my life. I reminded him that it was I who said my problem related to liver, kidney or pancreas problems and insisted on a blood chemistry test. Now when I see him he lets me diagnose and prescribe for myself. That's the upside. The down side is that medicine has become so complex that med schools can't really teach diagnostics as thoroughly as they once could.

Thus I am in no way knocking the medical profession, per se. Some of our most cherished clients are M.D.'s. Many of them are renowned specialists. And in today's medical world it takes a specialist or an older, wiser experienced G.P. like our beloved Dr. Paul Flowers to diagnose and effectively treat today's medical problems, so many of which are stress (and environmentally) related. Yes, I *do* have a great deal of respect for many M.D.'s.

Of particular interest to many of you might be the fact that the recommended treatment for virtually all non-pathological neuro-transmitter disorders, or functional disorders that mimic them, is: Appropriate medication (pharmacological or alternative medicine-as in herbs/vitamins) AND psychotherapy. Naturally, all the books recommend that this psychotherapy be conducted by a professional. That's economics, not necessarily fact. In the long run all psychotherapy for NONpsychotic or NONpathological persons is SELF-therapy: Individual insight into the problem using techniques such as 'self-talk' to work toward a solution that takes extreme focus and will power. As for what to say when you talk to yourself, here are two highly recommended, lay-terminology books to read:



They are both paperbacks and should be available at most volume sales book stores.

Back to the subject of Attention Disorder. Three months after my Psychology of Winning piece appeared in the follow Up, a syndicated newspaper article appeared throughout the country. Ron Ross sent me a copy from the San Diego Union. The article did make hero's out of certain celebrities suspected of ADHD:

For adults with ADD, life is driven by distraction

By JOHN BARRY
Knight-Ridder News Service

They are life's artists, channel-surfers, skydivers, original thinkers, fly-by-nighters, poets, bungee-jumpers, composers and one-night stands. Adults with attention deficit disorder are sometimes good, sometimes bad, but they are never dull.

They are like Kyle Miko, 20, of Hollywood, Fla., weight lifter, swimmer, all-around avid sportsman: In the past year, Miko has changed residences, jobs and girlfriends. Or psychology student and mother of four Jo Ann Lee of Hollywood: After five minutes of computer research, she finds herself switching her PC over to the "Mine-sweepers" game.

Just a decade ago, doctors believed that children with the inborn affliction ADD, usually characterized by hyperactivity and distraction, grew out of it in adulthood. Now doctors know many people carry ADD all their lives.

Adults just exhibit different symptoms. The fidgety kid who couldn't sit still in class becomes the corporate raider, or the tailgater in rush hour. The kid who stared off into space during tests becomes the poet, or the always-late worker.

There are legendary names attached to ADD: Mozart, Thomas Edison, Albert Einstein, John F. Kennedy, Abraham Lincoln, Ben Franklin, Edgar Allan Poe, Henry Ford, Salvador Dali, George Bernard Shaw and Emily Dickinson. All had traits that fit the ADD profile.

In their new book, "Driven to Distraction," Boston psychiatrists Edward M. Hallowell and John J. Ratey, both of whom have ADD, borrow a line of Dickinson verse to describe how the disorder affects adults:

"The thought behind, I strove to join

Unto the thought before —
But Sequence unravelled out of
Sound

Like Balls — upon a Floor."

Like parent, like child?

"For years it was in front of my face but I didn't see it," says Coral Gables, Fla., psychologist Jerome Poliacoff, an ADD specialist. "Invariably, when a kid is sent to me with ADD, I can find a parent with ADD."

Poliacoff and his medical partner, psychiatrist Roger Rousseau, are forming an adult-ADD practice, and hope to bring national experts to Miami next fall to speak to South Florida's family practitioners.

The cause of ADD is the same in children and adults: a slight imbalance of neurotransmitters in the parts of the brain that regulate attention, impulse control and mood. Eight to 10 percent of the world's population has it.

Treatment is the same, too: usually a combination of drug therapy and counseling. The most popular ADD drug is Ritalin, which helps patients focus.

ADD is not always disabling. Characteristics of adult ADD include risk-taking, creativity and nonlinear thinking. People with ADD often aren't satisfied with a single pursuit. They sometimes typify the so-called Renaissance Man, a master of many arts.

Ben Franklin and Thomas Jefferson — both statesmen, scientists, philosophers, writers and connoisseurs — may owe the breadth of their genius to ADD. The United States has sometimes been characterized as a nation founded by people with ADD.

But there are others who suffer from the disorder. "Grown-ups don't fidget so much as they act impulsively," says Poliacoff. "They get married, or start a business, or leave a job based on impulse. Or they are inattentive. They miss the boss's instructions, or show up late, or miss the turnoff at the exit."

Whether an adult with ADD could benefit from Ritalin or other treatments depends on how much ADD interferes with his or her life.

But it's usually harder for adults to get help, mostly because a diagnosis is harder to come by.

No screening center

In "Driven to Distraction," Hallowell and Ratey write: "The diagnosis gets made by circuitous routes. With children, school should act as a kind of diagnostic screening center for the various learning problems. But adults have no such center. Rare is the workplace that would consider an evaluation for ADD in an employee who was erratic, underachieving and inattentive."

Often, an adult with ADD finds it hard to accept the diagnosis — even when he or she knows better.

As a child, Kyle Miko was a textbook ADD case. "We had to bolt his bedroom furniture to the floor to keep it in one place," says his mother, Pat. "When he was 2, he tried to jump out of a moving car."

But after a turbulent adolescence, kept partially in check by Ritalin, several years at a military school and intense sports activities, Miko says he grew out of hyperactivity and now questions whether he still has ADD.

His mother says she has the answer: He has moved back in with her after quitting a job and breaking up with his girlfriend in Wisconsin. That's been the pattern of his early adulthood.

If he wanted to live with her, she told her son, he would have to attend support-group meetings for adults with ADD sponsored by ChADD, Children with Attention Deficit Disorder, a national organization based in Plantation, Fla.

Miko is not taking Ritalin, but is considering it. He is now taking a journeyman's course in construction and he worries about sticking to the classes.

"I don't feel I need it all the time, but I'd like to have it for school," he says.

Positive side effect

Jo Ann Lee discovered she has ADD only after three of her four children were diagnosed with it. She was not a hyperactive child — in many ADD cases, there is no hyperactive component — but she has had difficulty all her life focusing on tasks, particularly tedious ones. She has never taken Ritalin, although three of her children have.

Lee's disorder had a beneficial side effect: It led her into the study of psychology. She now works as a psychological resident for Broward County psychologist Arnold Feiner, a longtime liaison to the South Broward/North Dade chapter of ChADD.

But she still has to contend with its effects on her life. "I can watch a movie and really enjoy it," she says, "and two weeks later see it again and say, 'I don't remember any of this.' It's never in my mind long enough to get processed into long-term memory."

But Lee adds that she is not taking Ritalin "because I've found other ways to function," she says. "As you get older and mature, you learn coping skills."

Coping skills recommended in "Driven to Distraction":

- Make use of reminders, such as lists, calendars and alarm clocks.
- Use pizzazz. Use color coding for files, texts and schedules.
- For paperwork, use the principle of OHIO: only handle it once.
- Break down large tasks into small ones.
- Prioritize rather than procrastinate.
- Do what you're good at.
- Keep a notebook with you to jot down good ideas.
- Leave time between engagements to gather your thoughts.

ADD reflected in wide range of behaviors

■ Common characteristics of adults with attention deficit disorder (ADD):

- A sense of underachievement.
- Difficulty getting organized.
- Chronic procrastination.
- Tendency to start many projects, but trouble following through.
- Tendency to say whatever comes to mind, regardless of timing or consequences.
- Needs high stimulation.
- Intolerant of boredom.
- Easily distracted, tendency to tune out or drift away in conversation.
- Can hyperfocus at times.
- Often creative, intuitive, highly intelligent.
- Has difficulty following rules, proper procedures.
- Impatient, low tolerance of frustration.
- Impulsive, verbally or in action; hot-tempered.
- Tendency to worry needlessly, endlessly.
- Insecure.
- Mood swings, especially when disengaged from a person or project.
- Physical or cognitive restlessness.
- Tendency toward addictive behavior.
- Chronic self-esteem problems.
- Inaccurate self-observation.
- Family or childhood history of ADD, other disorders of impulse control.



An elite group: From left, Albert Einstein, Edgar Allan Poe and Salvador Dali are three of history's more notable personalities who had attention deficit disorder. Those who suffer from the brain disorder are also likely to be nonlinear thinkers, risk takers and creative people.

The effect of this article should be highly beneficial to those who have or suspect that they have the disorder. Mozart, Einstein (who I mentioned in my article), Edison, Henry Ford, Emily Dickinson, George Bernard Shaw, along with Ben Franklin and Abe Lincoln, both of whom have been lifted by time above politics; and John Kennedy, who many refuse to lift above politics; along with Salvador Dali and Edgar Allan Poe.

Most of these are the kinds of names that people would delight in being associated and share a little disorder with. Even though the disorder wasn't named until 1980, long after all of the above were deceased, their personal histories are filled with data that indicates the presence of ADHD. So now, instead of being distraught or even ashamed of having the disorder we can wave it proudly as a flag of honor with our name emblazoned upon it.

Just be sure to maintain a sharp focus and continued *over compensation* so that your ability to assimilate data and your subsequent use of that data in handicapping does not suffer. Either that or advance quantum physics or invent a new light bulb.

In reference to my earlier statement about the huge response to that Follow Up #46 ADHD article, it must be recognized that not only do many other *functional*, as opposed to physiological, factors tend to mimic any disorder or disease we see or hear symptomatically described, but just the stimulus of the description alone can create the response of our "having it." This is called "Associative Empathic Hypochondriasis." We all suffer from it from time to time.

There are some ludicrous diseases and disorders defined in the Psychiatric Diagnostic and Statistical Manual-IV (DSM IV). Dozens more, taking up an additional 187 pages over the number in DSM IIIA. Granted that it can be dangerous for many lay persons to read any medical book written specifically for those who are health professionals.

Many perhaps, but not most.

For those with sufficient intelligence and perception to evaluate their content, knowledge of the medical information contained in the Merck Manual and the Physician's Desk Reference-Pharmaceuticals should be almost mandatory or the patient can become the victim of all too frequent incorrect diagnosis and improper prescription of certain drugs, but especially when several counter indicative drugs are prescribed. Such knowledge can also lower your medical bills by thousands of dollars when used to catch your M.D. or hospital in a reversible error.

As for the lay person reading DSM IV, it could be dangerous but on the other hand reading it in its entirety will not only keep one totally occupied for weeks, but also convince the reader that the whole world is so mad that he/she won't worry about whatever is they may think they suffer. DSM IV will convince them that virtually any and all behavior constitutes at least one diagnosable disorder.

When we finally come to sense that the whole world is mad, perhaps we will join Scaramouche in learning the gift of laughter.

Howard G. Sartin, Ph.D



The Psychology of Winning

And Dorothy and Toto took the yellow brick road to find The Wizard of Oz.

Even before L. Frank Baum wrote *The Wizard of Oz* and throughout the years since, 'horse-players', even handicappers, have sought their own Yellow Brick Road to the land of horse race magic where picking winners, in-the-money horses, and exotics is an easy task requiring little, if any work. Where riches flow like water running downstream and the word 'simple' is paramount.

In a recent American Turf Monthly article I wrote that only 2% of all who 'played' the races won consistently. This almost universally accepted fact so disturbed one reader that he wrote the Editor of ATM for confirmation. Here is a portion of his letter (writer name withheld):

Dear ATM

In his article in the February 1995 issue of ATM Howard Sartin writes "...only two percent of all handicappers win consistently enough to make a livelihood."

Having seen this same statistic in other books and articles, I am curious how it is derived. That is, how does anyone know how many handicappers are actually showing an overall profit after steady play? Perhaps it is 10%, perhaps it is 0%. Is this a case where there is actual research to back up this statistic, or is it a case where someone grabbed the 2% figure out of thin air and it's been repeated ever since.

Given the importance of this statistic, indicating the difficulty in successfully handicapping the races, I would appreciate any information on how accurate it is.

Yours truly,

The Editor sent me the letter to answer. I hope I wasn't so cavalier in my reply that the man stops subscribing to ATM. Here is a person who was shocked by the assertion that successful handicapping is difficult. His letter indicates that he wants someone to tell him otherwise and implies that if it's difficult he may not want to pursue it.

Without laboring the point by printing my actual reply here is the gist: The statistic comes as a result of the complex computer equipment now used by most racetracks in which they can isolate the number of wagers, the amount of each and the subsequent payoffs. Hence they can compute the relationship between *net* money received, *net* payout, and *net* amount of persons receiving those *net* payoffs.

Before computers, a similar statistic was gained through interviews, surveys and other means of gathering data. The figure I use has been verified by the DRF and, among others, renowned racing author, Steve Crist, who graduated from Harvard. But don't hold that against him: *He* didn't flunk Chaucer.

After verifying the statistic I told the writer to STOP worrying about the minimal number of consistent winners and to focus on *becoming one of them!* – to accept the challenge and meet it head on. I stressed visualization and determined focus and, especially, to avoid accepting the bevy of mainstream myths by which he seemed plagued. I emphasized the fact that he should begin from the top and learn the realities of winning at the race track, not the claptrap to which he's apparently been overexposed. I concluded by telling him that if his ego was so fragile that he could *not will* himself to be among the 2%, to confine himself to \$2.00 bets and become a recreational handicapper. I also told him I didn't want him as a client because I had enough delusional dreamers already.

Compared to some of the 'land of OZ' letters I get from non-clients, this man's was relatively rational. On the whole, negative letters from non-clients (along with those from the 18% of clients who account for my failures) stem from their refusal to accept my prescription for winning. They reject my paceline selection method, so like the one in AODDS, persist in using too many horses and/or multiple lines averaged, dwell on class distinctions where they *don't* apply (as they do in High Allowance, Handicap, and Stake Races) and disdain the facts pertaining to Long Shots: That they come primarily from horses who won or came in very close but with slower time; and horses that were beaten by more lengths than acceptable by mainstream standards but ran against an extremely fast pace as indicated by their Speed Rating.

Despite Jim Bayle's SportStat data indicating the superiority of the Speed Rating plus Variant over other rating numbers, including Beyer's, a small coterie of *even our own people* refuse to accept the fact, thus denying themselves use of one of the DRF's finest tools. They also reject the use of 3 Year Best times because they are too fast. What they fail to understand is inherent in the concept of relativity. **Par times, Normative times and 3 Year Best** all represent numbers that are relative to the highest number. If high is 100 or 97 or 89 it matters not in the least. If high is *too high*, all other numbers derived from the same source, will also be *relatively too high*. The same is true if the high is too low or somewhere in between.

Racing is composed of variables. There are no *exactitudes*, except for one: Barring disqualification, the horse that crosses the finish line first, wins. This also applies to horses that cross second and third – they pay off too.

The most prevalent behavioral manifestation of those few (18%) clients who write us with

problems is: they try to mix yesterday's mainstream concepts with their use of the Methodology. One cannot succeed with *this* Methodology by using the rule oriented concepts one learns from fellow 'horseplayers' or from outmoded books and articles. The Sartin Methodology does not fit on a Smorgasbord table with a variety of other dishes. We are dedicated to the realities of *winning*, not the prevailing theories of handicapping.

The principle 'problem' areas are using mainstream guidelines for 'true' contender and paceline selection.

- 1) Mainstream Recency 'Rules'
- 2) Man-made Class Figures, especially in claiming Races
- 3) Old Mainstream prejudices against DRF Speed Ratings, Variants and 3 Year Best times
- 4) Misconceptions about so-called 'value' wagering on 'higher' odds horses just because of price, *not* because they show any indication of winning

There are others but these are prime.

In past articles we have described what Freud and several generations of others in the psychiatric field have termed 'oral fixation' or the arresting of certain areas of emotional development at the oral stage of infancy, causing the subject to have an accelerated belief in 'magic'. Some practitioners argue that this phenomenon's more closely associated with the anal stage; others with genital-eurethal focus. Whichever, the projected belief in magic stems from the fact that before the infant brain has developed to the point of cognition, virtually all its needs are taken care of: feeding, diaper changing, shelter and parental comforting when crying indicates disturbed feelings. With no conscious ability to reason cognitively, the infant perceives these attentions as magic.

When one's emotional development is arrested at one of these stages, a belief in magic continues throughout life despite the individual's normal growth intellectually, physically and capacity to deal with most problems inherent in business, industry and high-skill professions. In fact some of these people become remarkably successful in those fields.

Yet many are emotionally arrested in certain areas, the most significant of which (to us) is gambling. Those who believe in the magical words of system sellers or that success in handicapping can be reduced to a few simple rules are representative. Another symptom is the tendency to be the victim of the prejudices and opinions of the 'last' person who they read or talked to about 'picking horses'. This is the Last Man's Man syndrome (or, to be politically correct, the Last Person's Person syndrome). Since our subjects are prone to believe in magic anyhow, they are highly susceptible to myths, rumors, tips, opinions, and the suggestions of others, even when they are strangers.

To avoid traveling the magical Yellow Brick Road, and suffering from magical delusions, I recommend that anyone so afflicted *expand* his/her field of interest. Begin reading books and articles not associated with horse racing. Extend your range of comprehension and your

vocabulary. There is no excuse for anyone saying they don't 'understand' the meaning of a term when dictionaries are so cheap and plentiful. Take an interest in the arts and sciences. Successful handicapping has more in common with art and science than with 'how to'. In short, broaden your horizons. Seek the status of the proverbial Renaissance Man (Woman). Regardless of what you may hear or read, the most successful and happy handicappers are *not* monomaniacal about horses or horse racing. They are well-rounded and well grounded individuals.



Recently I received a letter from a new client asking me if my 20 race exercise (and other recommended treatment procedures for so-called 'pathological gamblers') and my terminology 'LG's' (Losing Gamblers) should not be the same for persons addicted to anything else: Alcohol, narcotics, cigarettes, food, etc. Here is my answer already sent to him by letter:

Discipline problems in proper wagering have certain similarities to those found in such addictive problems as habitual smoking, excessive drinking, narcotics use, and eating disorders. Yet, at the same time, there is also a BIG difference in the categories.

Smoking, drinking drug abuse and a degree of gluttony can all lead eventually to irreversible tissue damage and morbidity. Improper handicapping / wagering does not; although certain visceral and / or cardiovascular problems might arise from extended anxieties caused by consistent losing.

All these problems can be – MUST ultimately be – cured by self imposed will and determination with or without a 12 step or other kind of support group.. Even in AA, GA and NARCANON, the addict must ultimately make the decision to quit within him / herself, despite the use of 'sponsors'. No one else can do it FOR you. In essence any curative procedure constitutes a form of reprogramming or re-parenting.

My own practice is now confined to those with 'gambling' problems, the biggest of which is total lack of discipline and adult reasoning in the area of wagering. If one persists in losing despite all therapeutic intervention and instruction, I recommend quitting, except for a few recreational \$2 bets. It is contrary to my purpose to encourage any form of gambling by persons who purposefully remain 'pathological'. And, despite conscious beliefs to the contrary, such a persistent pathology is subconsciously PURPOSEFUL!

Hence, my recommended 20 race exercise and other self-treatment procedures I've written about in previous issues of the Follow Up and in my booklet *The Psychology of Winning*.

'Horseplayer' handicappers do not, in general, see their problem as being akin to chemical or food addiction. They view it as being quite normal, which, statistically, it is. Based on the

American, purely statistical definition of 'normal', both losing and unsound wagering practices are normal – 95% of all 'horseplayers' lose, so it's the normal thing to do. If you are in the 5% who win on a given day, or in the 2% who win consistently, you are abnormal or, to put it more kindly, exceed the norm by a wide margin. Such persons are socially suspect, so don't expect much admiration from your normal peers.

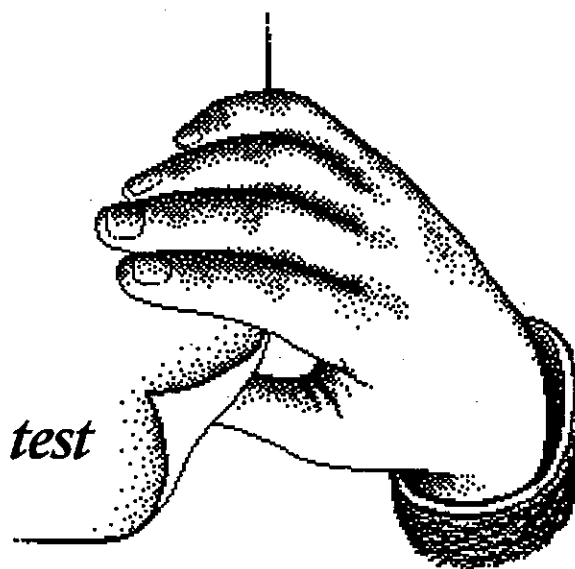
You can be assured however, that some of the most successful handicappers and wagerers smoke like chimneys, on occasion drink to excess and eat like Henry VIII. So, in this area there is no correlation between handicapping, wagering discipline and the other potential excesses.

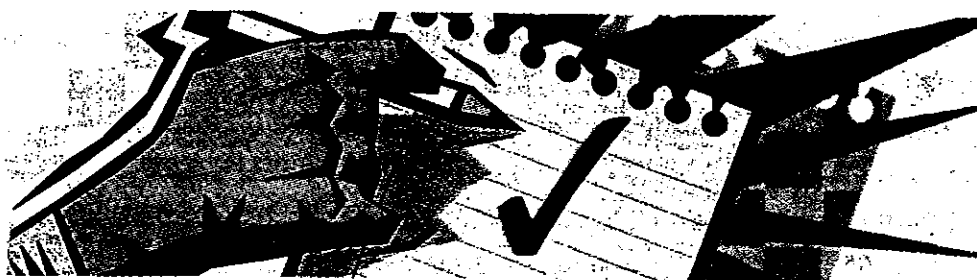
I'm sure that you all know that when I talk about 'magic' I'm referring to the delusional perception of 'horseplayers' whose cognition in the area of gambling or stochastic events was arrested at age two even though their other cognitive abilities may have taken them to the top of their profession or occupation.

Just remember that when the Yellow Brick Road led Dorothy to the Wizard, he was not the imposing and frightening giant he appeared to be, but just a little old man who looked suspiciously like the late actor, Frank Morgan.

In keeping with the nature of some of your questions a test has been recently developed for use by primary care physicians to determine a patient's possible need for the kind of psychiatric help that falls beyond the normal domain of the primary care physician. This 26 question pencil-paper test has been published and disseminated to all AMA M.D.'s so it's OK to reprint it here. Knowing how you all love to take tests, it might be helpful.

It's for *your* eyes (or your physicians) and personal analysis only. I don't need to see your answers. Refrain from taking it too seriously. It is highly simplified and approved by the AMA:





A group of psychiatrists who specialize in surveys devised the test, called the PRIME-MD (Primary Care Evaluation of Mental Disorders).

Here is the one-page questionnaire, intended for patients to complete before seeing their physicians. Note that one "yes" answer does not mean you have a mental health problem. But the more "yes" responses you have, the more likely you are to have one. See your doctor if you have any questions or concerns.

During the past month, have you often been bothered by:

1. stomach pain
2. back pain
3. pain in your arms, legs, or joints (knees, hips, etc.)
4. menstrual pain or problems
5. pain or problems during sexual intercourse
6. headaches
7. chest pain
8. dizziness
9. fainting spells
10. feeling your heart pound or race
11. shortness of breath
12. constipation, loose bowels, or diarrhea
13. nausea, gas or indigestion

THROUGHOUT THE YEARS I HAVE LEARNED THAT "HIDDEN" HEALTH PROBLEMS ARE OFTEN CAUSATIVE FACTORS INHIBITING HANDICAPPING SUCCESS. GOOD HEALTH IS GOOD MIND-BODY HEALTH. NEITHER SHOULD BE IGNORED. IF IN DOUBT, GET A COMPLETE EXAMINATION.

Doc...

14. feeling tired or having low energy
15. trouble sleeping
16. the thought that you have a serious undiagnosed disease
17. your eating being out of control
18. little interest or pleasure in doing things
19. feeling down, depressed, or hopeless
20. "nerves," or feeling anxious or on edge
21. worrying about a lot of different things

• • •
During the past month . . .

22. have you had an anxiety attack (suddenly feeling fear or panic)
23. have you thought you should cut down on your drinking of alcohol
24. has anyone complained about your drinking
25. have you felt guilty or upset about your drinking
26. was there ever a single day in which you had five or more drinks of beer, wine or liquor

• • •
Overall, would you say your health is:

- Excellent
- Very good
- Good
- Fair
- Poor

Howard G. Sartin, Ph.D



The Psychology of Winning

OVERCOMING WITH SELF-TALK ~ A GUIDE TO REPROGRAMMING

I have frequently been asked to produce audio tapes designed to convey the principles of the Psychology of Winning. There are many dozens of such tapes on the market both audible and subliminal. Most of them are worthless for our needs and subliminal tapes are, in my opinion, the least helpful of all. When it comes to audio, what you *do hear* is a lot more important than what you *don't* hear.

The most effective self-help audio aid is *self-talk*., providing the proper message is conveyed. Granted there are tapes made by doctors, professors and highly intelligent pundits and gurus who can convey their "teaching" messages about specific subjects quite well. Still, the best way to overcome the barriers that prevent you from optimally capitalizing on the tools provided through *this* Methodology is *self-talk* or *self reprogramming*.

When I receive calls, letters or have personal consultation about me making an audio tape I proceed to tell the inquirers how to make their own audio tape that will prove superior to any that I can make - the first requisite is: Get a tape recorder and some audio tape (20 - 30 minutes of self-talk is ideal). For maximum listening results, a Walkman type with ear-phones is best because you can listen while lying in bed as you approach sleep.

NOW, as for what to say when you talk to yourself:

First and very important—start by bawling yourself out. Do this for the first two minutes of the tape, BUT FOR NO LONGER THAN TWO MINUTES! Revile yourself for making any stupid kind of mistake you make in your handicapping in relationship to your wagering. It is vital that you use the kind of language that you actually use in real life. Call yourself the worst names you can come up with in *your* kind of words. If you are used to using profanity, no matter how heavy, use those words on yourself. This is why I shouldn't make the tape for you - I don't know what kind of language might offend or truly affect you. It must be the "baddest" you can use.

Always precede EVERY SENTENCE with your first name or, if you have a nickname that is more familiar to you, use it. If, for instance, your name is Bill, you'd start by saying, "Bill, you stupid S.O.B." (or whatever words you use that are as bad or worse). You loused up again, didn't you? Bill, you _____" (cite some of your more idiotic mistakes). Don't forget to start each phrase with your first name. That is very important.

Next comes Step Two: After *no more than two minutes* of self-degradation, you begin to cite the times when you had success. Even if they were few in number, focus on them and self-talk about them until you start feeling a little better about yourself. NOT smug, just a *little* better. But PLEASE, don't fail to start each sentence by using your first name. This session should last about 8 minutes. So now we're roughly ten minutes into the tape.

Step Three: Still remembering to always address yourself by first name, start listing what you promise to do henceforth. Make these the things you are now *failing* to do. The first of these should be to tell yourself NOT to be affected by the ambiance of the track. NOT to listen to tips, touts or the opinions of others. It is probably too much to ask that you avoid friends and associates at the track until you have *attained the confidence level you are seeking*. However, any way you want to cut it, this is a necessary step in the beginning.

After you gain full confidence, you'll never be bothered by any kind of an audience. In fact, you'll begin to enjoy the company of race track morons because you'll be thinking to yourself, "there but for the grace of (whoever) go I."

Don't fill step 3 with a lot of amorphous images. In your self-talk, beginning with the use of your first name (I have to keep stressing that), spell out the *specific things you want to accomplish* using words that are indigenous to your own personality and vocabulary.

That's the essence of what your tape should contain. Now I'll give you a few general reprogramming tips that you should re-phrase into your lexicon for your personal benefit:

1) Before you record your audio tape, make your own worksheet listing the things you are determined to accomplish. Give the making of this worksheet a lot of thought. Make your intended goals REAL and reasonable, not amorphous wish fulfillments.

2) Locate the aspects of your behavior that are responsible for your *maintaining* of your present mental/emotional barriers. Prejudices, belief in handicapping myths, stubborn resistance, whatever. Make use of these, especially in the first *two minutes* of your self-talk tape. But continue referring to them in a *positive way* throughout.

3) Locate your *sensory perceptions* when you handicap and wager. Write down what you *see*, *hear*, *smell*, and above all, *feel* as you go through each process. Note those senses and feelings when you fail and when you succeed. Focus on maintaining those experienced when you *win!* Make them a part of your audio tape.

4) Always think FUTURE but do not fail to remember past experience. Concentrate briefly on what you may have done incorrectly in the past and self-talk yourself into NEVER making a similar mistake in the future.

5) Ask yourself "What are my anticipations?" If they are negative and contrary to your goal, reassert your goal. Is it truly WINNING? For some clients I know their true goal is to LOSE so they'll have something to blame. *If that is your goal: placing blame on some outside force*, then you must change your true goal or accept the fact that you really don't want to succeed. This

phenomenon is far more common than most people are willing to believe. To check yourself on the matter, self-LISTEN to yourself whenever you *whine* instead of *win*.

6) Ask yourself "What can I do to STOP whining, blaming, et al." Only *you* can come up with an answer. When you do, make it a prime point on your audio.

7) NOW examine your *beliefs* system. What things do you believe that are standing between you and your goal of winning. Do you have fixed beliefs in certain old-time horseplayer myths? Do you cling to them despite all you read in the Follow Up? If their value is negative you must relinquish them or relegate yourself to being just another "horseplayer". YOUR belief system is the strongest quality in life. Have you ever heard Bradshaw, Brohamer, Shane, myself, or any other *consistent winner* alter his/her beliefs just because of a few losses? Always remember, "That which we BELIEVE in most will come to pass; even as that which we FEAR the most shall surely befall us." (I got that from the Bible.)

8) Finally, (for this session) are there *external forces* that are keeping you from reaching your goal? Illness, family problems, etc. But most often *other people's opinions*. When you go to the track or off-site wagering center do you join groups of losers? Most non-winners do. They claim it's just a coincidence, but it's really the magnetism of similar psyches. Winners are there but they're harder to find because they tend to be loners or sufficiently intimidating to make you avoid talking to them.

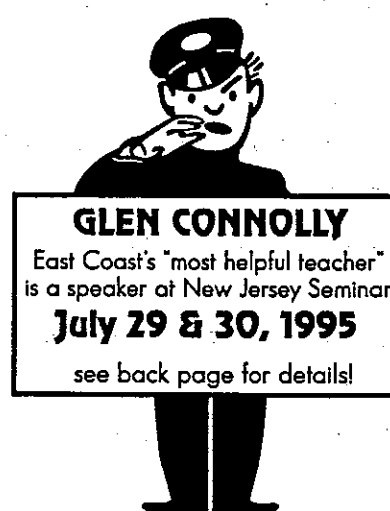
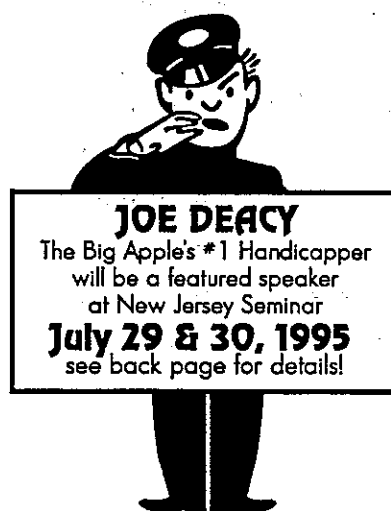
In my own experience and those of Bradshaw, Brohamer, Shane, Ginny Butler, and a number of others, we are almost NEVER accosted by losers. The vast majority of those who approach us do so to tell of their *positive* results. If you're hanging out with a negative crowd then force yourself to avoid them. If your true goal is to win, first ask, then self-talk yourself into a positive attitude. If your true self-talk is to make excuses, blame outside sources and influences, then no amount of positive reinforcement will help. You have chosen the negative path. Learn to live with it and just make two dollar fun bets.

God did not decree that all mankind should be winning handicappers in order to enter the kingdom of heaven or enjoy heaven on earth. I'm sure that *everyone* could be cured of losing if they went into protracted or terminal Win Therapy. But why? If you're a consistent non-winner and have been following our semi-rule oriented guidelines and not using the Methodology as part of smorgasbord containing dishes from outside sources, then you *want* to be a non-winner. NOT purposefully but deep down inside where the real you lives.

There is, however, one last-resort means that can be most helpful when properly applied. That is hypnosis. I have a long-time associate now living in the San Diego area who is both an insightful Methodologist and a California State Board Certified Hypnotherapist. We are currently considering making self-hypnosis tapes.

NOTE: Self-Talk Therapy in which you castigate yourself for the first two minutes is designed for HANDICAPPERS ONLY. *Not* for therapy in general. The reason for this is that persons engaged in a stochastic endeavor tend to be recitative: they keep making the same mistakes over and over again. Yet they tend never to *take responsibility* - it is always the fault of some outside force. This has been a known fact for generations. It is the *woulda', coulda', shoulda'* syndrome. It can only be conquered when the individual takes full responsibility for his/her actions. Foisting the blame to another agent is so common that self-depreciation is essential to your tape.

Psychotherapy for any other condition should NOT contain any reprimands. In fact, after you are truly ready to accept responsibility, the first two minutes of your tape can be erased.



Howard G. Sartin, Ph.D



The Psychology of Winning

SELF TALK - PART II

My first article on Self-Talk created a little response, but *nothing* like that from our last issue. It ranked on a par with our column on Attention Deficit Hyper/Hypo Active Disorder, which caused many clients to seek diagnosis and 40% found they *had it*. Most were prescribed Ritalin and their handicapping began to slowly improve.

No client took the idea of Self-Talk more seriously than one of our newcomers, Mel Shrawder. Mel's list is carefully thought out and worded in *his* personal lexicon so that each phrase is indigenous to his own personality; just as advised in Follow Up #51. In reading it be very careful to note the meaning behind his five steps.

STEP 1 - FORMER contaminated thought

STEP 2 - HOW he intends to replace them with reality

STEP 3 - WHAT he will *no longer* think or do

STEP 4 - RE-DEFINING his own ego boundaries

STEP 5 - WHAT IS

Have the *true* meaning behind his 5 step approach FIRMLY in mind as you read his pages. Please note: his reference to me as "The Second Coming" is not meant literally but is a phrase indigenous to his personal lexicon. We all know I'm no such thing, especially me. However, if using the phrase *helps him*, then it's okay.

This is a bright guy who, in his search for truth, has bought a lot of systems and methods in his day. He's the kind of person who made this Methodology famous because of a willingness to do the work and follow advice and not, as he puts it, *dictates* but *guidance*.

THE FIVE LEVELS OF SELF TALK

Level I "I can't..."	Level II "I need to... I should..."	Level III "I never..." I no longer..."	Level IV "I am..."	Level V "It is..."
<p>I can't seem to win no matter what I do.</p>	<p>I should define for myself what I mean by winning but..</p> <p>I should have confidence that even though I'm losing now with hard work I can improve my situation but..</p> <p>I need to thoroughly examine what things have stopped me from winning in the past and improve upon them but...</p>	<p>I no longer am confused about what the term winning means.</p> <p>I no longer believe I am a loser because I know I'm capable of winning and will feel that confidence a winner has because of the backup studies I have to validate myself.</p> <p>I never complain anymore about the bad breaks I've got but look at each missed race as an opportunity to learn something about my handicapping that I've missed before.</p>	<p>I am a winner. I know what "winner" means and what steps are needed to get there. I am confident of being a winner because of all the research I have to support my opinions and my investments. I am sure that I will miss races but am also sure that each loss will only contribute to my improved handicapping.</p>	<p>It is fulfilling to know that becoming a winner in handicapping can help me to become a winner in all ventures.</p>

Level I "I can't..."	Level II "I need to... I should..."	Level III "I never... I no longer..."	Level IV "I am..."	Level V "It is..."
I can't seem to hit the big one.	<p>I should realize that the big one comes infrequently but...</p> <p>I should realize that the type of wagers and horses I bet on will define the big one for me but...</p> <p>I need to review and do a thorough factor analysis of each horse that wins or combination of horses that win that qualifies as a big one in my book but...</p>	<p>I no longer look for the big one but look at the longer series of twenty.</p> <p>I never select wagers on the basis of short term bragging rights but on the basis of long term profitability.</p> <p>I no longer am in doubt as to what kinds of horses win with bigger payoffs at my track and it is my track!</p>	I am confident I will hit large paying winners. I am also proud of myself that selecting a large priced horse will not alter my main objective of long term profitability. I am an expert at my track and I am glad that I am in control of my selections rather than the price of a horse overwhelming my decision making process.	It is not the price of the horse but the growth of the bankroll that is paramount.

Level I "I can't..."	Level II "I need to..." I should..."	Level III "I never..." I no longer..."	Level IV "I am..."	Level V "It is..."
<p>I can't choose the right races to put my large bets on.</p>	<p>I should place my large bets on the right races but...</p> <p>I should define what I mean by the right races but..</p> <p>I need to review and do a thorough analysis of my wins and losses to determine what is a "right betting race" and what is not and what constitutes a large bet for me but...</p>	<p>I no longer place my large bets on the wrong races.</p> <p>I no longer am confused about the difference between what I <u>define</u> as a wrong race and a right race.</p> <p>I no longer doubt any bet I make at the window that it is the right bet and within my comfort level.</p>	<p>I am no longer a whiner. I solely am responsible for selecting appropriate races to play. I am confident when I walk to the window that I've made the right bet on the right horse in the right race!</p>	<p>It is reassuring to know that true hunches come from proper preparedness.</p>

Level I "I can't..."	Level II "I need to... I should..."	Level III "I never... I no longer..."	Level IV "I am..."	Level V "It is..."
<p>I can't seem to pass those races which are difficult to select.</p>	<p>I should pass on races that are difficult to select but...</p> <p>I should find ways to occupy my time so I don't get bored passing a race..</p> <p>I need to find out which type of races I'm poor at and pass those races and I need to find things to attract me or that keep me from being bored so I can psychologically pass races but..</p>	<p>I no longer hesitate to pass on a race that is too competitive or difficult to select.</p> <p>I never fail to take a good book along that is not about handicapping and will keep me interested in something else on races I pass on and I no longer engage in conversation about the race or open the form again if I've decided this is a race to pass.</p> <p>I no longer have any doubts about which races are successful for me and which are not.</p>	<p>I am able to pass a race that is deemed too difficult with ease. I am happy that the respite of a tough race allows me to enjoy a good book or a stroll through the track. I am amazed at my self control in being able to close the form on those races which my research has shown would be folly to try and profit from.</p>	<p>It is the ability to pass a race that leads to control in ones playing and one's long term profits and in growth in things besides racing.</p>

Level I "I can't..."	Level II "I need to... I should..."	Level III "I never..." I no longer..."	Level IV "I am..."	Level V "It is..."
I can't seem to reconcile those differences between the yellow manual and the quad program.	<p>I should trust Sartin and his followers at their word when they say "keep the manual the way it is," but...</p> <p>I should realize that all these components in the yellow manual are not there to confuse me more but to clarify a growing process that has led to his newer programs but...</p> <p>I need to examine all the differences I cannot reconcile in the manual and talk or write to O. Henry House and get the needed answers to these supposed differences but...</p>	<p>I no longer believe that Sartin is trying to keep me a loser. After all wouldn't he lose a client?</p> <p>I no longer believe that the yellow manual is a panacea for all my handicapping questions but an introduction into a process.</p> <p>I never doubt that the staff of O Henry House will be more than eager to help me if I have a problem with the Methodology if I honestly tell them I've tried as hard as I can to find the answers in the manual.</p>	I am certain Doc Sartin is the 2nd coming. I am sure that the yellow manual is the Horseplayer's Bible. I am sure that there are many more tidbits of knowledge to be gathered from old yeller than all the 19.95, 29.95, and 39.95 books out there. I am confident that any confusion in the manual will be answered by the staff at O. Henry House.	It was out of Chaos that God created the earth and it was good. The Yellow manual may be chaos for many but for those seeking a path it is like the parables of Christ. Difficult to decipher but full of meaning.

Level I "I can't..."	Level II "I need to...." I should..."	Level III "I never..." I no longer..."	Level IV "I am..."	Level V "It is..."
I can't seem to accept the fact that the DRF SR + TV are better than pars or normative times.	<p>I should accept Doc Sartin and Jim Bayle's Sports Stats that say DRF SR + V is a better predictor than the Beyer figures for ROI but...</p> <p>I need to do my own simulation of a series of races using normative times (via Quirin type adjustments to the SR-TV) as well as trying a pars approach as well as splitting up the Beyer speed rating and variant as defined in Beyer's Beyer on Speed and compare these to a series of races using Sartin's suggested approach to really believe Sartin's advice but...</p>	<p>I no longer look at Sartin's and Bayle's findings skeptically but as well researched studies.</p> <p>I no longer believe pars, normative times or Beyer ratings are superior to DRF SR + V without thorough hands on testing and research of my own.</p>	I am certain the DRF + TV is superior to other normative times and pars. I am certain that my own research will verify this fact and will provide answers to problem areas to allay my fears. I am confident that my hands on testing will reveal the truth of SR + TV over Beyer, normative times, or pars.	It is evident that disagreement in areas of handicapping can only lead to profits for those in the know.

Level I "I can't..."	Level II "I need to..." I should..."	Level III "I never..." I no longer..."	Level IV "I am..."	Level V "It is..."
<p>I can't stop plunging when I have a bad start or a losing day.</p>	<p>I should reduce my percent bet if I'm afraid of falling too far behind early but..</p> <p>I should set a stop loss limit for the day but...</p> <p>I need to find my comfort level not only in what percent to bet but what constitutes my psychological breaking point where I start to waiver from my prescribed betting plan and begin to plunge but...</p>	<p>I no longer make bets on races with wild bets that place me in a precarious position early in the card.</p> <p>I never go beyond my stop loss limit for a day.</p> <p>I no longer ignore the psychological and physiological effects a bet may have on me and listen internally to what each is trying to tell me. (i.e. Is this something you're really confident about? Why?)</p>	<p>I am calm and composed when I make a wager knowing that the result will not result in the loss of the car. payment, my bankroll for the next few months, or any such disaster. I am confident I'll know when to fight another day. Just like a boxer knows when its time to cover up and when its time to advance. I am aware that my psychological and physiological factors play a large part in affecting my success and my stability in this game. I am listening to their signals and particularly prior to wagering (Pass or Play!)</p>	<p>It is knowledge that leads to serenity and security.</p>

Level I "I can't..."	Level II "I need to... I should..."	Level III "I never... I no longer..."	Level IV "I am..."	Level V "It is..."
I can't figure out when I should dutch, play place, show or exotic.	<p>I should reread those sections in the yellow manual and the follow ups thoroughly but...</p> <p>I should use my factor evaluator to advise me but...</p> <p>I need to decide whether consistency with lower payoffs is more important to me than higher payoffs with less winners and more investment but...</p>	<p>I no longer go a day without jotting down something new I learned from the yellow manual or a follow up.</p> <p>I no longer handicap a card before exploring some new fact through the factor evaluator.</p> <p>I no longer am unsure about my minimum accepted odds and maximum risk per race.</p>	<p>I am prepared before I go to the track and have an excellent betting plan. I know my stop loss limit. I am aware of the dangers that early plunging can do to my psyche and my bankroll. I create race scenarios before arriving and try to anticipate how I would react to certain situations such as my top pick going off at 2/5. Will I exacta it, pass, place or whatever. I am sure this kind of predicting will better prepare me for which way to go. After all a doesn't a baseball player try to anticipate a fast ball rather than a curve.</p>	It is always better to predict what your adversaries might do than to be a blind man walking over a canyon cliff.

Level I "I can't..."	Level II "I need to..." I should..."	Level III "I never..." I no longer..."	Level IV "I am..."	Level V "It is..."
I can't accept abandoning all my other handicapping notions from other books.	<p>I should get those books out of my house, sell, trash or burn but...</p> <p>I should realize that these writer's ideas may not correspond to the Sartin Methodology without verification from Doc Sartin himself but..</p> <p>I need to either abandon my previous handicapping literature or verify the usefulness of it from Doc Sartin, the manuals, or better yet my own research but...</p>	<p>I no longer open those books. (I'm thinking about giving them to a brother-in-law I don't like.)</p> <p>I no longer accept horseracing notions without my own thorough testing and Doc Sartin verification.</p>	I am unaffected by the William Morrow supposed experts of handicapping. I am confident about only those handicapping precepts that have been tried through my own workouts or through those I trust. I am a seeker of knowledge but not hypothesis without extensive testing.	It is knowledge only when it is proven so.

Level I "I can't..."	Level II "I need to..." I should..."	Level III "I never..." I no longer..."	Level IV "I am..."	Level V "It is..."
I can't believe that Doc Sartin is more interested in obtaining my money than really helping me become a better handicapper and a better person.	<p>I should have faith in this guy but..</p> <p>I should determine whether I'm basing my judgment on him on my past bad experiences with horse racing shysters who touted their method as the best thing since sliced bread but..</p> <p>I need to run tests on his approach and detail my results before making any prejudgments but..</p>	<p>I no longer doubt Doc Sartin wants me to win.</p> <p>I no longer doubt he has helped many others. (Vox Populi)</p> <p>I no longer believe his prices are excessive especially compared to</p> <p>I OMITTED MEL'S WELL-INTENTIONED LIST OF METHODOLOGY PIRATES. HE'S A NEWCOMER AND HE KNOWS WHO THEY ARE. YOU OLD HANDS SHOULD ALSO KNOW BUT I WON'T DIGNIFY THEM BY NAME.</p> <p>I no longer feel all my solutions need to come from him. My own testing is my best confirmation.</p>	<p>I am confident in Doc Sartin's honesty and integrity in not only his concern for my handicapping success but also in his emphasis on my self improvement and acceptance of my personal responsibility for success.</p> <p>I am secure in knowing that others believe this as well. I am aware that his operating costs are reasonable to assist others on the path to success. I am grateful to him for recommending this book that has helped me organize my thoughts toward becoming a better player and a person. Thanks.</p>	It is enlightening when Messiahs guide rather than dictate.

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THE FIVE LEVELS OF SELF TALK

Level 1 "I can't..."	Level 2 "I need to..." I should..."	Level 3 "I never..." I no longer..."	Level 4 "I am..."	Level 5 "It is..."

I did NOT re-do Mel's own pages to save space. I want you to see exactly how *he did it* for himself. He will make his Self Talk audio tape with this outline as a guide.

He will become a winner!

Many of you will do likewise and thusly improve your own skills and profits. Others will scorn the idea and remain in stasis. If your stasis is constantly winning, that's okay. You have already overcome. But if your stasis is NON-winning or even LOSING, you should give some consideration to the fact that true success comes from *within*. No amount of INFORMATION, regardless of quality, can help unless you have a winning *inner-self*.

That inner-self confidence comes with time. Sometimes a long time, sometimes less. I know. It took longer, almost a year before I could win both races and money. Why? Well, my problem was that I focused too much on the problems inherent in winning races and failed to do the kinds of things I've been advising you to do: those *psychological* exercises we've been publishing since 1987. It was just a matter of "Physician Heal Thyself". When I stood back from myself and re-defined myself, heeded some of the valid wisdom of my own calling, I began to win in all the ways that I desired.

Mel will and *so can you!*

Mel also sent this:

WIN:

from old English "winnan" to struggle

Modern definitions:

to succeed in arriving at a place or state

to get possession of by effort or fortune

to reach by expenditure of effort

to gain the victory in a contest

to gain in or as if in battle or contest



The Psychology of Winning

Howard G. Sartin, Ph.D

SELF TALK & Self Esteem

Mel Shrawder's multi-page form for Self-Talk in Follow Up #52 got a lot of truly positive response. Some used the form he developed, others simply told us what they did.

Here is the gist of one client's Self-Talk Formula:

"At the **BEGINNING** of each day tell yourself **ONE THING** you're going to **DO** that is important to **IMPROVE** (your handicapping or whatever else you might aspire to).

At the **END** of each day ask yourself what it was you **DID** to improve yourself in whatever category applies from above.

EACH DAY, after performing these two simple exercises, **ASK AND ANSWER: WHAT DID I ACCOMPLISH? WHAT DID I DO TO MOVE MY LIFE (handicapping) FORWARD TOWARD MY GOALS?"**

There were many other missives containing similar vows. I could reprint them all here or give them to you in small doses. I've decided on the latter because of a strange phenomenon that has prevailed since the first Follow Up in 1987. If we don't mention something in every issue, many subscribers get the idea that it is no longer valid. This goes for concepts and computer programs alike.

Apparently some people subscribe to the advertising industry's old slogan, "First, **TELL** them, then tell them you **TOLD** them, then tell them **WHAT** you told, then **TELL** them again that you told them, and finally tell them you **TOLD** them what you told them."

This is the essence of almost every TV ad. Thinly disguised continuous repetition of the same theme designed to imprint the viewer's subconscious mind with their message. Retailers do on-the-spot "source" surveys asking customers where they heard about whatever they're offering. Manufacturers do *recall* surveys to find out from a poll of a given number of persons, by market, asking if they are familiar with the *brand* name and the source of that familiarity.

They don't care if the respondent ever purchased the product as a result of their advertising. They keep their accounts happy if a lot of respondees recognize the *BRAND* name.

If we followed this time-honored scheme we'd just publish one big Follow Up and send it out six times a year. I can think of a few clients who wouldn't know that we were doing so. They subscribe; but I suspect that they don't actually read it. Let me assure you that if something becomes obsolete we'll tell you and take it off the market.


We also have a few people who stopped subscribing because we insist on continually *moving* ahead. They want us to remain in 1982 stasis. They cannot understand that our goal is to *stay ahead* of the market. Since the computer program market is dominated by our 1982-83 concepts, they can't seem to get it through their heads that original or pirated versions of those older programs are so common that they no longer produce winners paying the kind of mutuels they earned in the early eighties. Apparently some people will not accept the fact that saturation DOES affect mutuel prices. They don't want progress. They want the old and familiar material, the easier to understand stuff, no matter what it costs them in lost income. Well, there's a lot of it out there, most of it a duplication of what they purchased when they first joined us. But ALL of it at a *much* higher price.

So, if and when they have enough perspicacity to learn that they've just paid over \$1,000 for a Phase III or Phase I clone, they have only themselves to blame.

Finally...
Someone has put
it all together!

ALL-Ways™
COMPUTER HANDICAPPING
SOFTWARE FOR PROFESSIONAL
AND SERIOUS HORSEPLAYERS

**"THE RACE
DOESN'T ALWAYS GO
TO THE SWIFTEST"**



All-Ways provides you with all the information you need to determine the horse's suitability to the distance and surface and to evaluate the horse's current form, current class and ability to handle the probable pace, speed and running styles of the entrants. ALL-Ways even includes pedigree and basic jockey/trainer statistics. This is comprehensive handicapping at its best. Spotting these speed types that are false favorites presents powerful overlay wagering opportunities... the key to profitability.

Brohamer/Sartin Figures
Hambleton Figures
Scott Figures
Quirin Figures

Only \$1,095!

Note whose names they used first. Alphabetical, not chronological order, of course. Many of their other readouts are contradictory so it's hard to tell which ones to use. Quite fancy and well programmed, however; requires windows, among other things.

As of now we're combining the *55% SOLUTION, Key to Exacta and other Exotics*, and the *TANDEM* manual into one manual. Both concepts increased greatly the incomes of a lot of clients who read the material and acted upon it. There's the rub: *Acting* upon the material you have; manuals AND computer programs. I just had a call from a man who missed a \$16,000 Trifecta because he just wouldn't believe his Thoromation readouts that got the Trifecta 1,2,4. He couldn't see his way to boxing four horses so he passed on the 16 grand. You can lead a horseplayer to the solution but you cannot make him/her bet as prescribed.

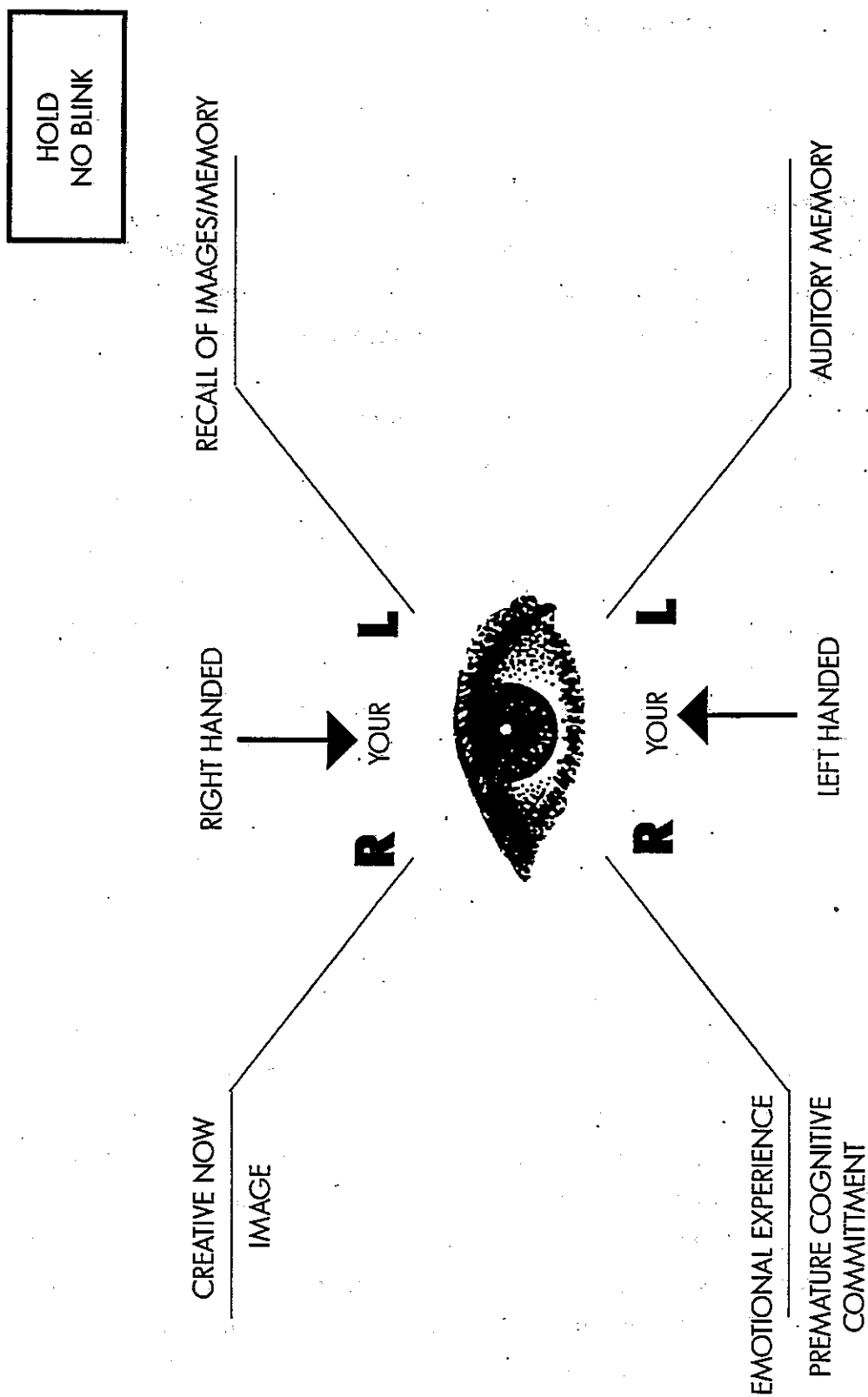
This is another reason why I'm confounded by the "Value Boys." They tell their customers not to bet a \$10 horse if "Their" line says it should pay \$14. Where do they come up with the kinds of people who have the discipline to follow their rules? I never meet any. It seems that those with that kind of discipline never cross my path.

SELF-TALK can help EVERYONE with their wagering discipline IF they do it seriously. I still get asked to make an audio tape to help clients in this regard. My daughter Mary has just about talked me into it. We'll keep you posted on audio AND video tape aids coming up. Here is another tool to help you improve your hidden handicapping skills. I say hidden, because most of you HAVE them already, but block them for some of the reasons we have frequently discussed in this series. Study the picture on the following page thoroughly. It can be of immeasurable help. Note the different approach for right and left-handed persons.

Where it says: "Hold, NO BLINK, we suggest that you HOLD for no less than 20 seconds. Following the instructions on the chart you will be able to:

- (1) Increase your recall of things you've learned but forgotten,
- (2) things you hear or have heard but are still confused about.
- (3) Recall the benefits from positive emotions (winning) and,
- (4) Stimulate your creative forces.

#4 is the MOST important of the 4. Ask Mel Shrawder. I just talked with him on the phone. He accepts the fact that this is a JAZZ Methodology. Jazz is improvisation with rhythm. The TWO most VITAL factors in successful handicapping are: ABILITY to improvise on the theme of your knowledge and experience. And developing a personal RHYTHM in your implementation of that knowledge and experience.



Here is an excerpt from a letter that painfully expresses a major, deep seated problem faced by a great number of non-winning handicappers:

Dear Dr. Sartin,

I am now winning over 55% of my races with your 2 Horse Methodology. I had one 65% 20 race cycle and that felt real good. Just recently I had a \$43 winner. I feel confident that I can get to a consistent 65% winners if I can just get over one stumbling block.

Sir, I was raised in a very religious, fundamentalist environment and have had trouble shaking some of the old teachings. For some reason I feel uneasy when I win, such as when I had that \$43 horse. When I lose I feel kind of relieved. I also find myself being a kind of compulsive bettor. I go to the window intending to bet \$20 and find that I have bet \$50 or more. I am also a recovering alcoholic. Please HELP ME! My compulsions are overcoming my self-discipline and even when my two horse bets show a profit I end up losing money because of so many foolish side bets. I think my compulsion to make these foolish bets comes from my religious guilt feelings. Tell me what to do.

This letter is typical of many in my files. The writer's non-winner life-script written for him by his early religious conditioning is by no means unique to clients of psychotherapists. Neither should it be regarded as a knock against religion per se. Only the individual's interpretation of things he/she was TOLD in the name of religion. Many parents and other authority figures put their personal prejudices into the mouth of "God" in order to give omniscient weight to their own pathological and sadly warped perspectives, which they probably got from THEIR parents and/or other "authorities."

Every purveyor of handicapping information, books and methods, has customers similarly afflicted. They just don't want to admit it or take any constructive action if and when they get letters like the above. So they go on selling their information, books and methods; never accepting or admitting that the true key to winning is NOT just information alone, but INSPIRATION through self-esteem.

MARK CRAMER put it quite well in this article that he gave me his kind permission to reprint here.

Mark Cramer Self-Esteem and Winning

AT THE TIME it seemed ridiculous. State governments were spending tons of research dollars investigating how self-esteem affect childrens' performance in school. The theory was that kids whose cultural backgrounds had been disparaged and who were taught to admire only the cultural icons of the disparagers, would develop a negative self-image that ultimately would cripple their school performance.

Then came studies from several Schools of Education at major universities that added evidence that childrens' self-esteem was the primary factor in their school performance. The self-esteem of a Native American child, for example, studying the "achievements" of President James Polk, might get knocked down a few rungs considering that Manifest Destiny was in essence the demeaning of the Native American way of life.

While this self-esteem performance factor is still being debated, support for the theory comes from an unlikely source—horse race wagering. thanks to the world of Dr. Howard Sartin, and backed up with the convincing work of Dick Mitchell, it is now accepted that more than speed figures or pace figures, more than class analysis or form cycles, the handicapper's self-esteem is the most potent determining factor in his success or failure.

Horseplayers are clearly a subculture within the culture. In fact, most American horseplayers will have more in common with French or Japanese horseplayers than they will with American non-horseplayers. Folks who love horse betting have a common culture that transcends national boundaries. Non-horseplayers from the U.S.A. are more likely to understand medical convention language or legalese than they are to understand the dialogue of two railbirds.

In this way, horseplayers are a minority. And in fact, our "customs" are frowned upon by society at large. In popular culture, horseplayers are grotesquely stereotyped. In "Guys and Dolls" we are hopelessly degenerate. In the Richard Dreyfuss film, "Let It Ride" we never open a *Racing Form*, we are hard drinkers and we are superstitious. In other words, in popular culture about horse racing, we are the Indians in works written by cowboys.

Educational theorists say that this type of thing leads to self-hatred. Dr. Sartin suggests that in our subconscious, the tenet that betting is evil has a very negative effect on us when we walk to up the window to place a bet. With low self-esteem, we are far more likely to make subjective decisions that will lead to a losing return on investment. In other words, we have internalized all the negative things that the dominant culture has taught us about our subculture.

Let's examine more specifically how this negative self-esteem leads to poor performance at the track, by examining just one of the myths that the dominant culture has ingrained in us, namely: *you can't win at the races.*

Here's what happens to the player who has internalized this myth. Give this player a winning method and he'll turn it into a losing method. For example, the player operates a system with a 25% hit rate that produces a 30% profit, based on a 5,000-race research sample covering all tracks. Not bad! Better than a stock mutual fund. Such a method would have rescued the savings and loan industry.

So the player starts betting. After some period of time, maybe even after some initial profits, the guys runs into a "losing streak" of five races. Now, mathematically, there's a 10% chance for this 25% hit-rate method to suffer eight consecutive losses. The research has proven that the method easily absorbs losing streaks such as this one and still emerges profitable!

But the player, having internalized the myth of the dominant culture, that *you can't beat the races*, is now ready to throw in the towel and try something else. In other words, he is going to abandon a profitable method because a mild downhill slide has triggered the myth to the surface in his consciousness.

Here's another example of low self-esteem, and believe me, I've seen good folks succumb to this one more often than not. A very competent handicapper comes up with a horse that has a number of positive factors in its favor. The horseplayer gets to the track, sees that on the toteboard, there is NO ACTION on his horse.

"I must be wrong," he reasons. "Why does no one see what I see? I must be missing something in the past performances."

So he doesn't bet the horse, maybe even bets the favorite instead. The horse comes, and pays \$38! The player is beside himself. he feels a sinking in his stomach, loses his appetite for food and for life itself. Negative self-esteem has prevented him from making the right decision.

The worst-case scenario of the low self-image find the player so devoid of confidence that he plays too many combinations in the same race. Even if he wins, he may end up losing. He is using the "shit-hits-the-fan" method because short-run setbacks have caused him to abandon his long-run positive expectation.

I am quite convinced that self-esteem is of far greater importance than which handicapping method you finally choose to adopt. I have seen winning methods lead to losses when a negative-thinker gets a hold of them. On the other hand, I've witnessed colleagues with the right attitude, based on positive self-esteem, who are destined to win no matter which method they choose.

Educators who are currently debating the self-esteem theory would be wise to check with horse race analyst, who have all the evidence that the theory is valid. Although our subculture has not been conquered nor hustled into slavery, we are the target for massive negative stereotypes. Those horse bettors who internalize these stereotypes have no chance whatsoever to win at the track.

Here is another very recent report from a client who recognized that he had accepted a non-winning Life Script and decided to do something about it. He took Win Therapy seriously with these results:

...After Reading Follow Up 51 and then seeing that great example from Mel Shrawder in number 52 which arrived yesterday, I decided to use HIS form for my personal use. It worked. I was shocked at how fast, but it changed my outlook or lifescrypt, as you call it. I just went out and won 13 of my last 20 races Before 11 of 20 was my best cycle. Now all I have to worry about is being like that old Greek Sisipus, or whatever his name is, and not backslide. Thanks, Doc. And, thanks especially to Mel Shrawder for sharing his own highly personal experiences with us all.

His report of 13 wins in 20 races came with races documented. His average two horse bet mutuel was only \$8.40. Lower than average but still producing a return on investment of 137%, or 37 cents profit for each dollar wagered, win or lose. He added this comment:

Dr. Sartin. As you can see, my contender selection has improved since you gave out those "Rules" about contender and pace line picking. This improvement is also due to the application of your "Psychology of Winning articles and the booklet you sent me called the Psychology of Winning." I am also using YOUR original Phase I to qualify my contenders. It gives me a clear picture of how the race will set up. I fully expect my next cycle to show even MORE improvement.

That last line is most encouraging. Positive expectation. Most horseplayers, discounting any need for Win Therapy, have negative or at best, anxious expectations about their next 20 race cycle.

The vast majority of non-winning horseplayers will never succeed with information alone; they need to write a NEW life script. SELF-TALK is one good way to start and Mel Shrawder's Form an excellent one to follow. On the following page is another one for you to photocopy.

Photocopy this page for your own use.

THE FIVE LEVELS OF SELF TALK

Level 1 "I can't..."	Level 2 "I need to..." I should..."	Level 3 "I never..." I no longer..."	Level 4 "I am..."	Level 5 "It is..."



The Psychology of Winning

Howard G. Sartin, Ph.D

The appearance of Phil Gowens at the November, '95 Las Vegas Seminar enhanced it richly. At least 35% of the attendees told me that his talks on the psychological aspects of winning was of more help than anything we did on handicapping per se. The other 65% were more focused on Glen Connolly's thoroughly detailed explanations of Read-Out Interpretations and techniques for success with every program we offer. The same honors include presentations made by Tom Brohamer, Vic Palermo, and the always exhilarating and enormously funny commentaries of Jim "The Hat." But this 35-65% balance is unprecedented. The best we could ever manage before was 80% INFORMATION, 20% INSPIRATION.

Seems like people are gradually catching on.

All of you who have had personal contact with Phil know that he loves to *observe*. On Sunday, when we went to the book, he chose to observe Shane. He was fascinated by the number of times Shane went to the payoff window and by how he could do it with so little handicapping knowledge or background. As most of you know Shane has been forbidden to read handicapping books, with the exception of Brohamer's and one of Ainslie's. Another taboo to which Shane subscribes is: NO hanging out with "horseplayers" whose comments might corrupt him.

After a few hours Gowens concluded that the reason Shane has been so consistently successful for over three years now, (long time for a perennial beginner), is that he has no *second thoughts* about his choices. He suffers no anxieties in the disastrous time that elapses between choice and wager. In their own way both Bradshaw and Brohamer function similarly. They have more experience and better insights into the vagaries of racing and, especially Tom,

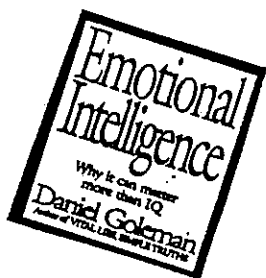
more knowledge of the patterns of individual trainers and jockeys and other racing data deemed so important by the "experts."

Yet once a decision is reached they *act* upon it without reservation.

Others get caught up in that eternal—"I had that horse but I didn't bet it because——." The reasons are endless. You've heard or spoken them all. They boil down to *second thoughts* caused by internal *or* external messages that corrupt initial, spontaneous decision.

If Shane were not my son, I'd take his case further with reasons why he never second guesses himself. I don't want to sound like a doting father so I'll continue in a less personal, more abstract vein.

There is a new book out called "Emotional Intelligence." It's by Harvard Psychologist, Daniel Goleman Ph.D. I don't expect many of you to read it but those who do will find an extraordinary text that will, for those who choose to let it, be most helpful in overcoming those barriers that may be preventing YOU from making as many trips to the payoff window as you would like.



Here are portions of just two paragraphs from the book that may give you some pause for thought.

What factors are at play, for example, when people of high IQ flounder and those of modest IQ do surprisingly well? I would argue that the difference quite often lies in the abilities called here *emotional intelligence*, which include self-control, zeal and persistence, and the ability to motivate oneself. And these skills, as we shall see, can be taught to children, giving them a better chance to use whatever intellectual potential the genetic lottery may have given them.

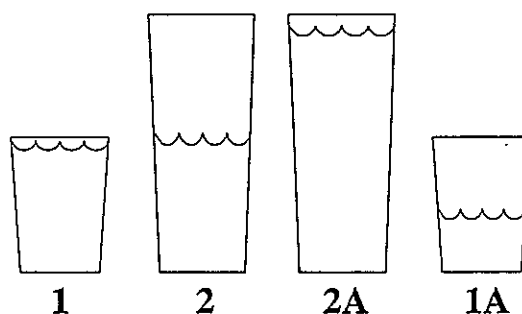
Beyond this possibility looms a pressing moral imperative. These are times when the fabric of society seems to unravel at ever-greater speed, when selfishness, violence, and a meanness of spirit seem to be rotting the goodness of our communal lives. Here the argument for the importance of emotional intelligence hinges on the link between sentiment, character, and moral instincts. There is growing evidence that fundamental ethical stances in life stem from underlying emotional capacities. For one, impulse is the medium of emotion; the seed of all impulse is a feeling bursting to express itself in action. Those who are at the mercy of impulse—who lack self-control—suffer a moral deficiency: The ability to control impulse is the base of will and character. By the same token, the root of altruism lies in empathy, the ability to read emotions in others; lacking a sense of another's need or despair, there is no caring. And if there are any two moral stances that our times call for, they are precisely these, self-restraint and compassion.

You've heard it from me before. Now you can get it from Harvard where both Andy Beyer and Steve Crist matriculated. If it comes out of Harvard it's supposed to be the true gen. In *this* case it is.

Dr. Goleman's statements about structural IQ should put an end to the garbage pandered to by less than successful clients who claim that they're "Not Smart Enough" to understand our now Mainstream Concepts. (Mainstream according to the Gospel cited by Tom Ainslie).

When one with "Normal" structural intelligence (IQ) fails to achieve ANY goal set for him/herself, the reason stems from an imbalance between structural and "EMOTIONAL INTELLIGENCE." Let me assure you that I've NEVER received indications that ANY client lacks sufficient structural intelligence to be a consistent WINNER!

In the 1940's we referred to Goleman's two definitions of IQ as Vertical and Lateral Intelligence, with Lateral being the equivalent of what he calls, "Emotional." Here is a little diagram featuring two large tumblers of equal size with two small drinking glasses of the same size. The SIZE of the glass represents CAPACITY. The little wavy lines show EXTENT OF CAPACITY utilized by an individual.



Glass #1 is small but FULL! It represents those with average IQ and formal education who have learned to USE their combined Structural and Emotional Intelligence to FULL CAPACITY. This is a WINNER!

Glass #2 is tall and capacious but it is less than HALF FULL and contains no more than the smaller glass. IT represents a person with an IMBALANCE between combined intelligences.

Glass #2A is ALSO Tall but it is FULL. A perfect balance for the more gifted. Yet, GLASS #1 designee should be equally capable of achieving a given goal because, in most endeavors -especially ours - the FULLNESS of the glass is more important than its total capacity.

GLASS 1A represents what we see all too often. There is no real excuse for it. A glass with LESS capacity being only HALF FULL!

If the results of YOUR handicapping reflect pictures 2 or 1A, this article is aimed primarily at you.

Everyone, including myself, needs, on occasion, to engage in what is known as *Reframing*.. All this requires is that we change the FRAME around our picture: frame of reference, that is.

How different individuals view ANYTHING, even the SAME thing, is based on their frame of reference. What we view is static unto itself. *How* we view it is governed only minimally by structural intelligence. The how stems from the emotion of the moment and the way we handle emotions in balance with our IQ. Unfortunately, when we're out of balance, most of us do not see a warning light reading: *TILT!*

This is why we often see supposedly "smart" people doing dumb things. And, also why persons who may appear "dumb," do smart things.

The appearance of "Dumb" or "Smart" lies, like beauty, in the *frame of reference* of the beholder. When we persist in *viewing ourselves* as one or the other, we are most likely to behave and function in accordance with our self-categorization. This is where positive self-talk should be employed (see Follow Up #'s 51, 52 & 53). If one keeps *telling* him or herself, even subconsciously that he/she is in any way dumb, that person will function as "dumb." The truth is that such an individual *fears* being *perceived* as dumb and anticipates the fear through negative self-labeling. The Bible says it: "That which we fear the most shall most surely befall us."

One client I know begins every conversation with me by saying, "Doc, I need some more couch time." He didn't. He need only look into a mirror and say that statement repeatedly to himself. To note the expression on his face and do his OWN "couch time." He is playing a game that Dr. Eric Berne called: "HELPLESS." Perhaps, at some point in his formative years he got rewarded for actually being helpless, or more to the point, hapless.

To recapture those early rewards, or "Strokes," as some prefer calling them, he plays the game hoping someone will be his patsy and buy in. Someone usually does, so he keeps repeating this game script over and over. The patsy who buys in is playing the game of "RESCUER" and is always on the lookout for a "Helpless" victim. It is a staple quality of many marriages and most divorces. Over and Over scripts are also the functional basis for alcoholism, narcotic addiction, eating disorders, multiple sex partners and constant infidelity.

Game playing is depicted in Eric Berne's best seller of the mid 1960's, *Games People Play*. I also published some Game Matrixes handicappers play in the text of my booklet *The Psychology of Winning*. Is it ironic that Berne's book was a runaway best seller yet people play the same games today as they did when it came out? No, once again it reveals the vast cleavage between teaching and learning. Here is a short definition of GAME:

**"A SERIES OF SEEMINGLY INNOCENT
ONGOING TRANSACTIONS
WHICH HAVE A CONCEALED, ULTERIOR MOTIVE,
LEADING PROGRESSIVELY TO A WELL-DEFINED PAYOFF."**

By *transactions* we refer to interpersonal behaviors of persons toward one another. Here are but two of the many games people play with me.

GP is Game Player. M is Me.

Setting: A Seminar. Player is a beginner or new client.

GP: I just don't understand all the strange terms you guys use.

M: Connolly and I just spent three hours defining and explaining them.

GP: Yes, BUT It's all Greek to me. Guess I'm dumb.

At this point I'm supposed to play "patsy" and say, "no you're not," and then coddle him/her with a private repetition of the seminar. The person is NOT dumb. At an impressionable stage in his (it's almost always a him) life he got rewarded for PLAYING dumb; so he plays the GAME of DUMB over and over. That's the ulterior motive behind this seemingly innocent transaction.

As for understanding terminology, look:

Ω Ψ Φ

If the numbers, ranking or graph accompanying that second symbol was producing more winners than the other two, who needs to define the term? It is merely a symbol or designation. Defining it is an intellectual exercise and has no bearing on winning or NON winning.

An important factor here is that the above Game Player doesn't WANT the terms defined. If he did he would respond to:

M: "Go over to the desk and have Jan put 'Send Free Glossary' after your name and we'll send you one."

Does he do it? You guessed it: NO. Proving he didn't really WANT to learn a NEW lexicon, he wanted ME, and the other teachers to revert back to using terms fitting a vocabulary identical with HIS. Terms from the very same frame of reference that kept him a NON winner for so many years. A condition for which he supposedly came to the Seminar to cure.

Here's another often played game I won't buy into:

First let's set the stage. It's a seminar, workshop or even a private session. I've just explained the workings of our various computer programs and stated emphatically that the USER must determine which one best suits his/her personality and perception.

GP: What computer program do you recommend that I get?

M: If, after what I've just explained you still feel you need to ask, I recommend one of the LESS expensive one for starters.

GP: But I wanted Thoromation, that's the best isn't it?

M: Also the most expensive.

GP: I don't care, I want the best.

Two games for the price of one here.

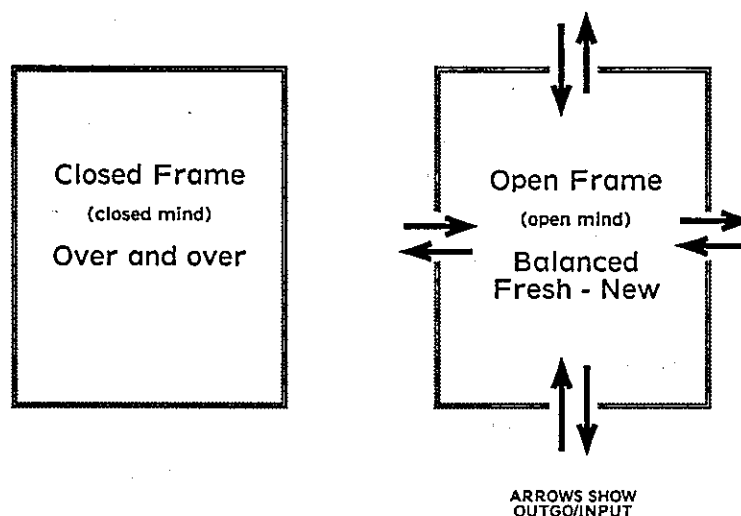
Game one: He wants ME to recommend the most expensive program so he can tell himself (and others) that I hustled him for top dollar.

Game two: He wants ME to choose the program so that, if HE doesn't do the work to make IT WORK, he can blame me instead of himself.

These kinds of games are not vicious. Often the GP doesn't even know what game he/she is playing. As games are played over and over they become as natural as breathing. In the 1960's Dr. Berne indicated that after the "patsy" got suckered into the game the GP's internal dialogue would be: "Gotcha!" This is often, but not always true, at least in the conscious mind. Not all games are debilitating but the "Over and Over, going Nowhere" games are self-destructive to all whose true goal is total success.

Over and Over games played from a CLOSED FRAME OF REFERENCE can become a coping mechanism wherein playing the game is PREFERABLE to success. Unless we OPEN our FRAME, Game Playing of itself becomes virtually essential to our very existence.

FRAME OF REFERENCE



Whether we care to admit it or not, most of us function from a CLOSED Frame of Reference. We function from a loosely defined intellectual pattern and a more clearly defined emotional set. The term: "Over and Over" best defines this condition. Behavioral ritual is the symptom. Manifestations include all habit patterns from eating, to the way we put on our shoes; driving to work by the same route, sitting in the same church pew or classroom seat; a wardrobe selected with defined color-style similarities; single-groove entertainment and musical tastes worn like labels: Country-Western. Classical, Jazz, Rock, TV Sit Coms, Cop Shows, Quiz Shows, Soaps, Shopper's Network. Smoke? Always the same brand. Drink? Always the same. You walk into a bar and order "the usual." When a bartender knows what *your* drink is

even before you order, you're in trouble because you're too predictable and habit ridden. One of the more popular symptoms is telling canned jokes, over and over, as a substitute for spontaneous humor. "Have you heard the one about—?" is the tip off. Once in a while, okay, but if it DOMINATES all conversational gambits, watch out. I could go on but I think you get the idea.

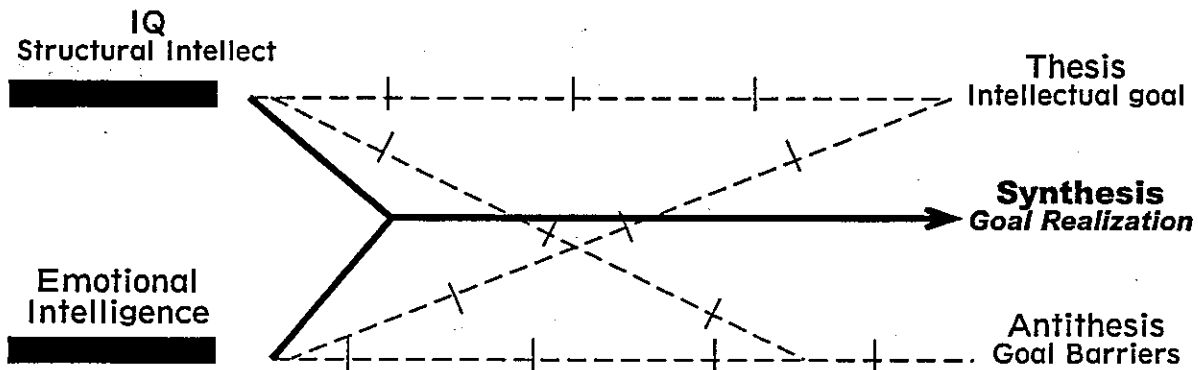
In handicapping the top three ranked "over and overs" are: (1) constant repetition of the same so-called "mistakes." (2) Saying, "I need help in money management," even after reading every known book and attending seminars on the subject. (3) Rephrasing the same question about some handicapping problem time after time. The subconscious wish here is that someone will FINALLY give you an answer that affirms the fixed belief you had about solving the problem to begin with.

One of the keys to knowing that you have a predictable, over and over, set of behavioral habit patterns is when others start finishing your sentences for you - *accurately*. It may be rude when people do it, but when it happens to *you*, accept it as a rude awakening.

The cure for destructive over and over scripts is CHANGE. Open up your solidified FRAME and let some air in. Try something FRESH (as in new) and DIFFERENT. Different (but still healthy) foods; different routes to work or play; changing wardrobe styles, etc. etc. Above ALL, an OPEN MINDED PERCEPTION of what you're doing relative to REALITY. Hearing things with a different ear. Seeing with different eyes. Expand your reading, listening and entertainment receptivity to include things that you've previously excluded through some prejudice you probably cannot even clearly define. Find out. Try defending your position to an audience of strangers; some of them possibly hostile to your alleged "ideas." If you *can't* do it, you didn't really believe it in the first place. I realize most of you will make no effort to change. Your over and over patterns currently sustain your life. You'd feel lost without them. True. But in order to FIND, one must first be LOST. Those who THINK and/or FEEL they are or were not lost at some point or another are smugly residing in a closed, self-damaging frame. When we open holes in our FRAME OF REFERENCE the arrows point both inward and outward. As we widen our horizons our consciousness and perception becomes positively *expanded*. We absorb more, hence we exude more. Like breathing in and out; out and in. In doing so we receive and GIVE the ether of a new, revitalized life of truly heightened awareness. Our IQ, or structural intellect becomes balanced with our emotional intelligence and we are whole. From this state *all of you* can become and REMAIN winners at handicapping and in life itself.

Examine the graph on the following page –

I.Q. and Emotional Intelligence SYNCHRONIZATION



At the top we see our IQ, our structural, genetic intellect. There are still some behaviorists who think this is the ONLY kind of IQ. Reality has proved them incorrect.

THESIS defines the GOAL we set for ourselves. Successful handicapping being one. The dotted line leading to THESIS is intermittently crossed by vertical barriers. These barriers are inevitable for all who would make handicapping a purely intellectual, informational endeavor. When this intellectual, informational orientation fails, a person's behavior begins that downward dotted slant toward ANTITHESIS: self destruction, blaming, excusing, trying to rationalize away their failure to (I despise this therapeutic term) "Get in touch" with their EMOTIONAL intelligence: INSPIRATION! The source of all insight, intuition and, especially, SPONTANEITY.

The exact reverse occurs when we let our emotions get out of hand and function solely from this level. We must learn to balance the two kinds of intelligence. 20% structural intellect, 80% EMOTIONAL intelligence. To achieve that balance we must REFRAME or reprogram ourselves by abandoning over and over behavioral patterns.

Now, this column has gone around in a big circle. From Phil Gowen's observations of Shane's spontaneous seemingly non-intellectual, semi-autonomous handicapping practices; through contamination and repetitive self-destructive life scripts; and finally, back to where we began: SPONTANEITY, the open, living breathing, blissful state from which success will surely flow.

Those who care to throw away their coping crutch and dare to open up their closed Frame Of Reference are welcome. The road will be tough at first but the rewards will be worth the effort.

In Follow Up #55 we'll explore the means of fully developing and utilizing "Emotional Intelligence".

Pack a gun? Texans first have to load up on pop psychology

By SAM HOWE VERHOVEK
New York Times News Service

HOUSTON, Texas — To carry a concealed weapon in Texas, a person must pay a \$140 application fee, have no history of major crime or mental illness, demonstrate an understanding of use-of-force laws and pass a shooting proficiency test with a .38-caliber revolver or a 9 mm semiautomatic handgun.

Oh, and one other thing: the applicant must be in touch with his or her inner child.

As part of a 12-hour course required under a law that will soon allow Texans to carry hidden guns for the first time in more than a century, state residents must pass a test covering the rudiments of nonviolent, conflict-resolution techniques.

Borrowing directly from pop-psychology classics of the 1960s and '70s like "Games People Play" and "I'm OK — You're OK," the official state gun-class curriculum requires that applicants for a gun permit know about the three "ego states" said to exist within every-

one: the parent, the child, and the adult.

To minimize the risk of gunfire in any dispute ranging from a minor traffic accident to a holdup, the state says, people who carry a gun must first do everything they can to elevate the conflict from emotion to logic — or, in the psychological vernacular, to the adult-to-adult mode.

That is also known as the "we-we" or "win-win" mode of communication, as opposed to the more violence-prone "I-you" mode, which exists when someone's inner child is dealing with someone else's inner child or inner parent.

"Move the verbal encounter toward resolution incorporating as much 'win-win' strategy as possible," says the state's official lesson plan. "Adult to adult" or "I'm OK — you're OK" is very de-escalating."

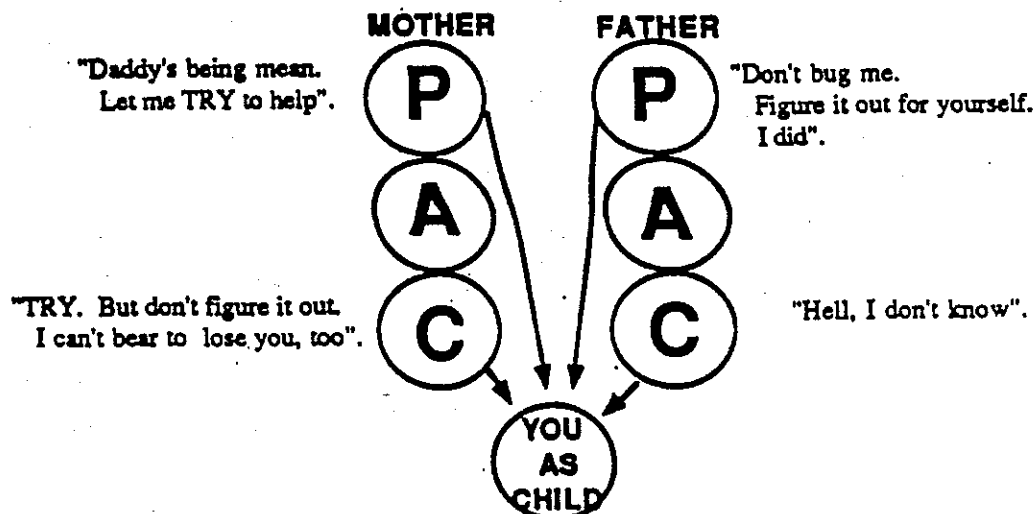
To be sure, in a state that mythologizes laconic cowboys, it is possible to find Texans who deride the curriculum as worthless psychobabble, while others suggest the

curriculum is the logical product of a modern society in which Americans are fascinated both with guns and with exploring their own inner feelings.

But more strikingly, to judge from the reactions of several students who are taking the classes, the instruction just may have significant value.

A VIABLE COMPUTER HANDICAPPING PROGRAM IS LIKE A LOADED GUN. MISFIRE IT AND YOU MAY DO YOURSELF AND YOUR FAMILY HARM. SHOULD WE BE ANY LESS KNOWLEDGEABLE ABOUT P.A.C AND "GAMES PEOPLE PLAY" THAN THOSE IN TEXAS SEEKING A CONCEALED WEAPON LICENSE?

PARENTAL MESSAGES



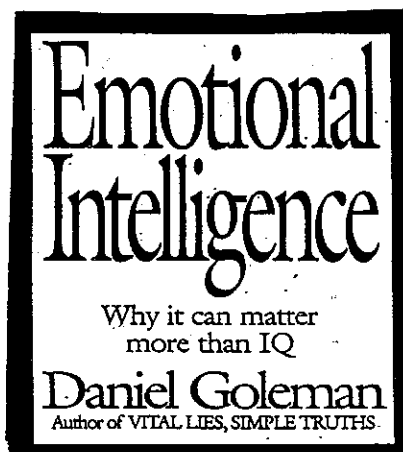


Howard G. Sartin, Ph.D

The Psychology of Winning

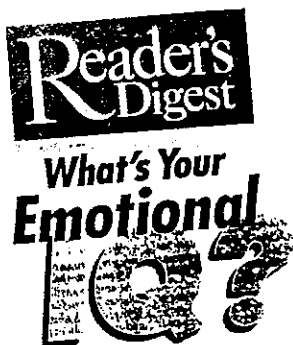
EMOTIONAL INTELLIGENCE – Part 2

THE
GROUNDBREAKING
BOOK THAT REDEFINES
WHAT IT MEANS
TO BE SMART

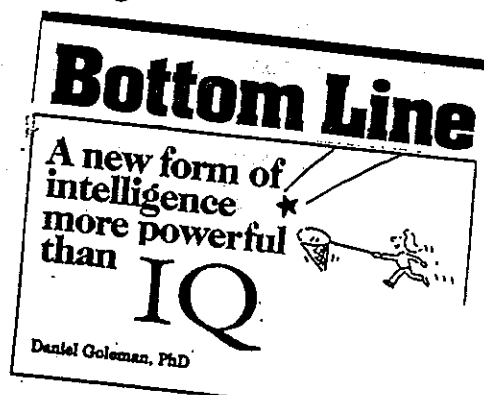


I guess it's synchronicity. Right after our Follow Up #47 article on ADD (ADHD), a year and a half ago, there was a rash of newspapers and magazine articles on the subject. Soon the "disorder" became a catch-all for any student misbehavior in our public schools; they started dispensing Ritalin, a derivative of the drug, Amphetamine, by the handful. Teachers privately rebelled. Television addressed the subject pro and con, PBS did a special on it. Articles are now appearing in magazines saying that it plagues adults just as much as children. Take one of those magazine tests and no matter how you answer, you have it.

Now it's happened again with EMOTIONAL INTELLIGENCE, the title of Harvard Ph.D Daniel Goleman's best selling book. I discussed the subject in Follow Up #54 and then a rash of articles appeared, most notably in The Reader's Digest and Bottom Line.



It takes more than academic
smarts to be a success



Don't misunderstand me. We didn't scoop the world with our Follow Up articles. As I said in the opening, it's synchronicity; a term coined by Carl Jung, meaning (roughly): The simultaneous occurrence of events that have no obvious relationship to each other but subsequently produce a deeply rooted interrelationship. As opposed to coincidence, where simultaneous events occur with NO deep significance.

Goleman's subject is not new, just his name for it: EMOTIONAL IQ. I have a hunch the publisher chose the title to sell more books. Readers are intensely interested in subjects dealing with the emotions. If they had named it accurately its title would be FUNCTIONAL IQ and wouldn't have sold a dozen copies.

Since the 1930's, and especially since 1940, psychologists have made a serious study of the relationship between Structural IQ, the kind that measures one's intelligence quotient according to tests devised by Binet-Simon, Terman, Stanford-Binet, Wechsler-Bellvue and others, and Functional IQ: how we use our Structural IQ.

These are the kinds of tests against which many protest because they assess learned or environmental *knowledge* as opposed to raw intelligence. Example: "Who wrote Faust?" Only acceptable answer: Goethe, pronounced Gur-te. I pronounced it GO-ETH until I was sixteen. What percentage of the general population gives a damn and especially what percentage of the economically disadvantaged have the opportunity to learn, much less care, about a subject that has nothing to do with survival?

Besides, the answer is purely subjective and not necessarily accurate. It's in the Wechsler-Bellvue IQ test and military General Classification tests. Maybe it has something to do with the fact that both Goethe and Wechsler were German but the Faustian legend originated with George Faust around 1500 AD. Christopher Marlowe wrote *Dr. Faustus*, a play produced in 1583. Goethe wrote his *Faust* in 1808. Then there are Faustian operas by Boito, *Mephistopheles*, Busto's *Doctor Faust* and the most famous Faustian opera of all by Charles Gounod. Thomas Mann also wrote a *Doktor Faustus*. So there are at least six answers that could qualify as correct. And that number doesn't include G. B. Shaw's *Don Juan in Hell*. Steven Vincent Benet's *Devil & Daniel Webster* also comes pretty close. Walk up to any street-wise individual and ask him the question. You'll get a fat lip.

So, IQ tests as a true measure of structural IQ are virtually worthless. Ironical that the German word for WISE is "Weisheit." Say that aloud and fast, pronounced phonetically and you'll hear what I mean.

Functional IQ simply defines how we *use* our structural or genetic intelligence. Calling it EMOTIONAL INTELLIGENCE can be misleading because so many emotions are negative and self-destructive. If one takes the Reader's Digest version of Dr. Goleman's thesis and does the exercises he/she could become either a saint or a Hitler.

*Instructions
follow*

*Try it
yourself*

To avoid confusion about subjective interpretations of the meaning of Emotional, I'm going to discard the term EMOTIONAL IQ and go with the more classic FUNCTIONAL IQ. Regardless of genetic or structural IQ, so long as it's relatively within the bounds of "normal," Functional IQ can allow us to take control of our own lives by regulating fear and anger. Both of these can be either negative or positive responses. There are times when "fear" can be our salvation and "anger" a necessary outlet that prevents us from developing repressive illnesses.

Genetic, structural IQ often limits the "power of feeling." Think back to your school days. Remember those humorless, uptight teachers who never smiled and always stood with hands folded over their chests? Or maybe it's an ex-boss, or a current one. All Intellect and logic. Rational to a fault. "Logical, left brained", one famous author of handicapping books calls it. An even wiser man, which isn't saying much, said:

"Logic has its place, but like everything else, you must know how and when to use it."

Functional IQ does just that. Tells how and when. Also how and when to be totally immune from conventional logic, *when* to laugh, cry and, more importantly *how* to laugh and cry with true feeling. Because virtually ALL intellect is expressed through feeling, no matter how well the fuddy-duddy academic may hide it. Functional IQ ALLOWS us to have and express feeling and gives us a sense of self-awareness. The Ridiculous, the Sublime, hand-maidens of humor and a sense thereof.

These come from Functional IQ and without both there is little to life. Add Empathy, Insight, Intuition and SELF-CONTROL and you've pretty well got it down to where your Functional IQ will take you down the road to success at ANY endeavor. By self-control I mean taking charge of yourself and your own destiny without reliance on the dubious advice of anyone else. *You* are the master or mistress of your destiny. Why? Because you are part of the eternal spirit, driving force or ultimate reality; whatever you choose to call it. And if you call it God, that's okay, too.

We hear a lot these days about *Holistic Healing* and Holism in general. Ever wonder why these terms are not spelled WHOLE-ISTIC or WHOLE-ISM? That's because the root source of the word is NOT 'whole' but HOLY. There is an undeniable Holy Spirit within us all. Not without, but within. It is your Emotional IQ that will bring it forth.

I've often stated, and it's been echoed by Phil Gowens, that Successful handicapping, is 80% personal psychology (Inspiration -Functional IQ) and 20% Methodology. I remember a time, as does Phil, when a workshop attendee enthusiastically agreed with the statement, then asked: "If it's 80% psychological, why do we need a Methodology?" In answer to which I shouted from the back of the room, "To learn the OTHER 20%!" (I didn't add "dummy," no matter what anyone may say).

My answer was an obvious truth because all the healthy psychological protocol in the world won't help anyone to win UNLESS they have a viable procedure for doing so.

I never saw a score of Martin Luther King's IQ test, but it was his Functional IQ that made him such a great social force (it also got him killed). He took an old African-American Spiritual: "Keep Your Hands On The Plow" and changed the lyric to:

"KEEP YOUR EYES ON THE PRIZE..." Something we must all do to succeed at *anything*. Focus on the goal and then **WILL** yourself to reach it.

Carved above the entrance to the Hall of Letters Building at a University I once attended was the Biblical Injunction: **"Ye shall know the truth and the truth shall make you free...."** I won't argue with St. John's memory of Jesus' words but I **WILL**, for the benefit of **ALL** who deem themselves teachers of **ANYTHING**, add this:

"YE SHALL TEACH THE TRUTH THAT OTHERS MAY LEARN IT TO MAKE THEM FREE."

All too many self-proclaimed teachers merely teach with no concern for whether or not anyone learns from their teaching.

Sir Edmund Hillary said he climbed Mt. Everest because it was **THERE**. He may have been just making rhetoric for the press. I don't feel we should climb our individual mountains just because they are there but to discover the **WHAT** and **WHY** of **THERE**, and how to benefit from it, when we reach the top.

Structural IQ has very little to do with success in athletics except, perhaps to a small degree, golf. Just viewing TV sports should convince you that most athletes are not intellectual giants. I know a lot of wives, including mine, who watch their husbands watching TV sports, that don't think their own spouses are intellectual giants, either.

Athletic prowess, participating in sporting events like football, basketball, baseball, boxing, hockey, etc., is essentially structural, physical. Yet those who truly excel in these fields do it through the most intense degree of focus. This is Functional IQ, or Dr. Goleman's Emotional IQ, and serves to motivate the athlete to the highest level of physical and mental ability.

Successful handicapping, on the other hand, is **NOT** in any way a physical endeavor. One can be deformed, disabled, or otherwise physically impaired and still excel. Handicapping is an endeavor that requires only a modicum of Structural IQ but, it *does* require a wealth of properly directed and truly focused Emotional, Functional IQ.

Let me close with a description of two personality types of **EQUAL** Structural IQ that I confront all the time:

Personality Type #1: Gets it down to three wagering choices, wagers on the two who **DON'T** win.

Personality Type #2: Gets it down to three wagering choices and almost always **INCLUDES** the winner.

Both have identical Structural IQ's but Type #2 has mastered his/her Emotional (Functional) IQ. Think about it. Which type are you? If you are type #1, **YOU** have the power within yourself to change; to become a Type #2. We're here to help. But to benefit from our help you **MUST** believe – in us, to a degree; but most importantly, **IN YOURSELF!**

Wanna be a genius?...

THE WECHSLER-BELLEVUE INTELLIGENCE SCALE

FORM II

Manual for Administering and

Scoring the Test

DAVID WECHSLER

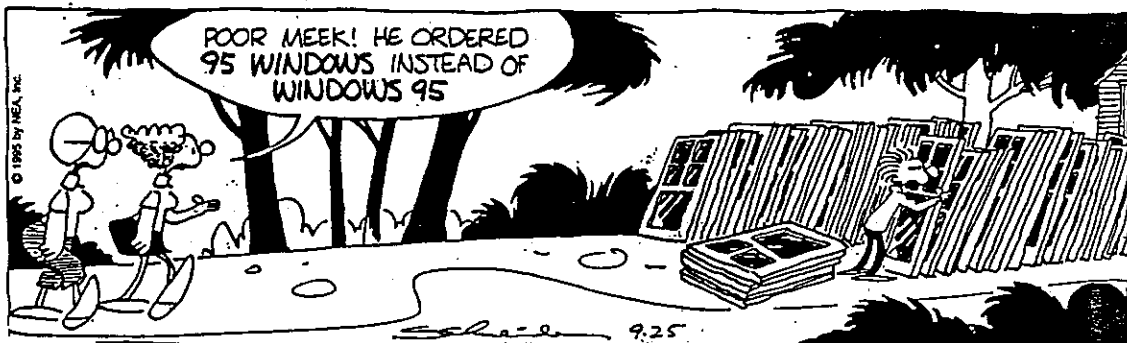
THE PSYCHOLOGICAL CORPORATION

522 Fifth Avenue

New York 18, N. Y.

Go to the bookstore of any University with a graduate school in Psychology. Tell them you're studying to be a Psychometrician. Memorize the answers and then when you take the test you'll score at genius level, providing you can properly assemble the blocks in the spatial perception portion of the test.

EEK & MEEK® by Howie Schneider





The Psychology of Winning

Howard G. Sartin, Ph.D

Synapses & Neurotransmitters

Just common everyday things you'll read about in any handicapping text, right? Maybe not, but without properly utilizing them no text will make any sense to you. By the same token, improper utilization can make nonsensical instruction seem to make sense.

Technically defined, we're talking about boutons making contact with receptors within our neuro-physical structure. Axons (neurons), like a screwdriver, contacting with dendrites, the groove in the screw. The space between is the GAP. This applies also to the way that neuro-transmitters from the brain are relayed to the rest of our structure, causing us to behave in accordance with the effectiveness of the relay. Any self-respecting neurologist will shudder at such a simple definition; yet I know some neurologists who have trouble understanding the 2 adjust in Thoromation. So we're even.

For all handicappers, a simplistic, basic understanding of the synaptic function is essential because IT is the chief cause of *inconsistent* handicapping and a cyclic win proficiency. In several previous Psychology of Winning columns I have explained how synaptic bonds often are severed through surgery or serious trauma, injury, organic failure or severe dysfunction.

While there are still a few M.D.'S around who refuse to accept the fact that an emotional or experiential trauma equates with physical trauma, it is nonetheless true despite structuralist dogma or, perhaps because of it. I say "because" since it was their dogma that led others to explore alternative healing procedures.

Many of you write, call or come to see me in person about problems in your life after which your handicapping seems to go into a losing spin. I know. It happened to me after my hospitalization for renal failure. I looked at a Racing Form and it made no sense. I tried to write columns for the Follow Up after my hospitalization and I labored painfully for two days to get out a page and a half.

Habits, good or bad, are learned (synaptic) responses. They're *grooved* behavior. Which is to say the stimulus-response bond that caused the habit to begin with, is virtually welded together into an almost immovable groove. This is why habits are so hard to break. The brain's neuro-transmissions to bodily organs, musculature and the Central and subsidiary nervous systems are fixated by repetition so the brain itself becomes stagnated and, in truth, your cognitive abilities to overcome such habits become highly limited.

Therefore, LOSING is *not* just a negative experience necessarily caused by insufficient information or an invalid "system." It is a learned, synaptic response transmitted by your brain to your behavioral persona and no amount of knowledge or viability of handicapping method is going to change it *unless you break the synaptic bond!*

For this kind of person a trauma, emotional or physical, might serve a positive purpose. As you know, the statistically few alcohol or narcotic addicts and pathological gamblers who are actually cured, will testify that they had to hit bottom first; that only some inner force that tugged at their sense of dignity, spiritual values, responsibility to family, self or society, caused them to implement the essential behavioral change. They literally BROKE the habit. The word "broke" is most appropriate because here, the break is real, not rhetorical.

Trying to convince people who have had the benefit of competent instruction, that their "LOSING" is just a habit, has mixed responses. Some truly seek change, others become offended. They're seemingly incapable of "breaking" away from their own fixed and systematized delusions about handicapping. They're suffering from a kind of socially accepted paranoia, and paranoia is the most difficult of all mental disorders to cure.

Many clients seem willing to re-frame themselves, per Follow Up 54 and seminar lectures by Phil Gowens and myself. I've probably had more positive client input from that article and the "psychology" session from the November '95 Las Vegas Seminar than from anything previous. Neither the article nor the "seminar sessions" were simple. We didn't revert to "common usage" type language. I was just as arcane as ever and Phil used terms from Abraham Maltz and Neuro Linguistic Programming texts. Maybe it was the pictures that accompanied the article and Phil's charisma that turned the trick.

Whatever the cause, a lot of clients are beginning to attempt what is commonly called RE-FRAMING (or re-parenting). They're doing it *for themselves*, looking *within* instead of without for reasons causing their times of failure. Of course, we all have times of failure: myself, Shane, Brohamer, Bradshaw, Connolly, Palermo, you name 'em.

We just don't let it become a HABIT! There's the rub. I could go on and on here, but instead I strongly suggest that you re-read the Psychology of Winning column in Follow Up #54.

Then there is the other side of the same coin: those with a winning habit who have it broken by ill health, auto or other kinds of accidents, surgery, marital or lover problems, or financial setbacks caused by whatever - (The IRS and being laid off, topping the list).

Suddenly they found some of their synapses had snapped. The response might range from depression, erratic behavioral changes to night tremors: waking up in a cold sweat, parasomnia, psychotic somnambulism in which violent, aggressive dreams can go so far as to be physically acted out.

Phil Gowens, NLP and other schools of pure behaviorism feel that your problems are functional and can be manipulated and controlled by self or others. This Skinnerian overview dominated psychology for a couple of decades but was tilted so far right that medically-oriented researchers and practitioners began revolting. As a result the field of human behavior is now more balanced. The emotional, psychological and neurological functions from and to the brain are back in fashion. While contemporary clinicians are loathe to admit it, and the passing of time has brought us greater knowledge, research facilities and equipment, psychiatry has gone almost full cycle back to early Freud whose original research was done on the portion of the brain known as the MEDULLA OBLONGATA.

Hence, the influence of neurotransmitters stemming from the brain, its chemistry and components like the thalamus, hypothalamus and, especially, their inter-relationship with the amygdala, also greatly influence both our handicapping AND our wagering strategy. Clients will tell me that they remember all the valuable lessons learned from seminars, manuals and the Follow Up, yet fall into a state of cognitive amnesia when faced with the ambience of the track or wagering center. It is probably their amygdala taking over. This little pea-shaped portion of the brain processes information that is perceived *emotionally*. It triggers the "Fight-or-Flight" response before the cortical centers of the brain can fully understand what's happening and return one to a cognitive state.

The Fight or Flight condition is one all of you have described to me at one time or another. It takes many forms. Winning a race or two then becoming afraid to bet the next because of wanting to quit while ahead. Lose a race or two then failing to wager appropriately (or at all) on the next fearing another failure. This is FLIGHT.

Going off helter-skelter in a hypomanic state at the track or off-site wagering center: betting on horses other than those you appropriately handicapped at home. Following the advice of tipsters or friends and strangers alike, letting their alleged judgment overwhelm your own; allowing something you read in a book influence you when you had previously discounted the book as being erroneous. Betting, rather than investing too much on a SINGLE horse only to have the "other choice" come in and pay \$24.80 (happened to a client last week). Plunging more than called for on a losing bet and putting too little on a winning bet. All this kind of erratic behavior falls under the category of "FIGHT." You're fighting your "normal" self, rational cognition *and* the guidelines of a Methodology that works when you are rational.

In Follow Up #39 I offered pictures showing how the Cerebral Cortex, Subcortex and the Sympathetic and Parasympathetic Nervous Systems effect our cognitive and physical responses. A lot of clients were less interested in the subject then than they are now. Many others have begun subscribing since that issue. Back issues are available.

The object of publishing neuro-physiological graphs and reasonably explicit technical verbiage is not an exercise in so-called "big words." The design is to help explain how and why your entire being can be affected positively or negatively by emotion. The major restraints against successful handicapping are *fear*, *guilt* and *anger*, as depicted in Follow Up #39. You've all admitted quite frankly to the fear and guilt. If you've never experienced anger yourself, just mingle with the crowd after any race, you'll get an earful.

In previous issues I've mentioned the chemical substrate SEROTONIN. Without getting technical by using the term: 5-hydroxytryptamine, this chemical also serves as a cerebral synaptic inhibitor. I seem to draw persons with high serotonin levels. If we may assume that this substrate is at least part of the cause, hundreds of clients who report high win percentages and R.O.I.'s that exceed the belief capacity of the most renowned experts, also admit to making wagers that range from 5 to 20 dollars a race.

These wagering sums seem so paltry to people like Andy Beyer, Dick Mitchell, Steve Daviodowitz, et al, that they disdain those making them and dismiss all possibility that such low wagering sums can possibly come from winners. These gentlemen and those following their wagering examples, would appear to have serotonin deficiencies. Please don't interpret the term "deficiency" as being derogatory. It is not. Low serotonin level persons are gambling's high rollers, heroic members of swat teams, sky divers, mountain climbers, Kamikaze pilots, and those professionally inclined to extinguish oil field fires.

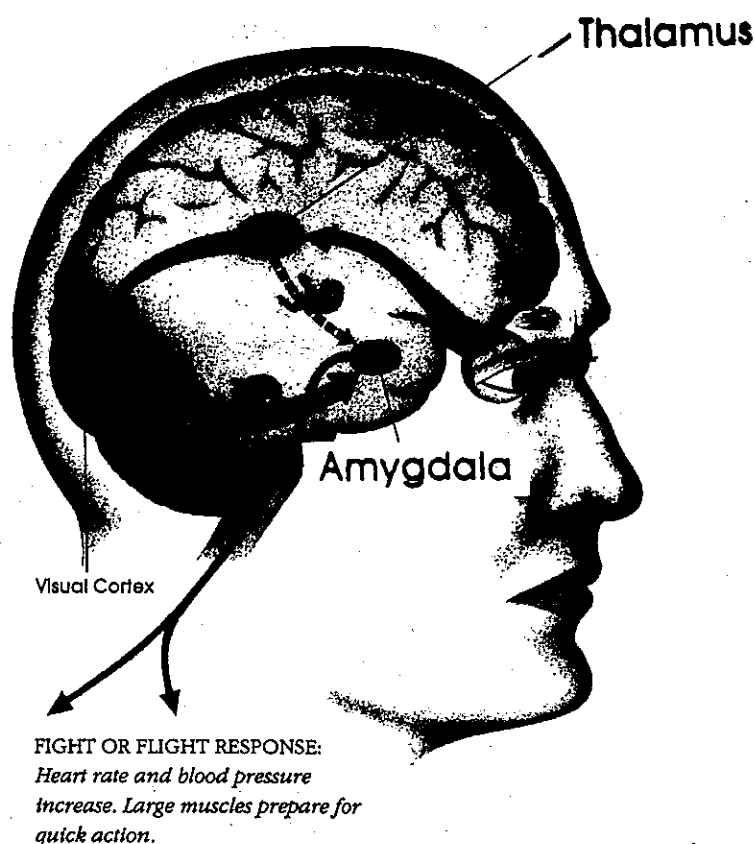
When a client reports a (documented) win consistent 60+ percent, an R.O.I. in excess of 1.50 and still bets only \$20 or less per race, I suspect either an extremely high serotonin level or one of the other inhibitors I've addressed when discussing emotions and "Emotional Intelligence." (see Follow Ups #54-55). The neurotransmitter known as GABA also contributes considerably to the regulation of Anxiety and, in wagering, anxiety is the handmaiden of non-success.

If you cannot overcome through functional therapy, visualization or self-talk, you might consider going to a qualified neurologist or neuro-surgeon for testing: including a brain scan. If you *do* and the practitioner laughs you off when you tell him/her you're a handicapper, don't feel ridiculous. Find another doctor. I've met a number of persons in this organization with clearly defined neurotransmitter disorders. They function with stubborn resistance to all proven procedures. They persist in following a self-devised contender/selection/handicapping process. Admirable if it works. But if not, dangerously self-deluding, especially when they go around crying poverty. This kind of behavior is the ultimate example of FLIGHT.

Manifesting it embodies all aspects of the behavioral, neuro-synaptic, brain structure and chemistry subject discussed in this article. Victims of this problem voice a measure of pride in their plight by calling themselves "eccentric." They appear smug and openly claim far greater wisdom and esoteric knowledge than those trying to help them. In

truth, if their poverty is as genuine as they declare, they are just self-destructive and their smug resistance is their real enemy.

I humbly suggest if any of the material in this article applies to you, that you *do something about it!!*



A visual signal first goes from the retina to the thalamus, where it is translated into the language of the brain. Most of the message then goes to the visual cortex, where it is analyzed and assessed for meaning and appropriate response; if that response is emotional, a signal goes to the amygdala to activate the emotional centers. But a smaller portion of the original signal goes straight from the thalamus to the amygdala in a quicker transmission, allowing a faster (though less precise) response. Thus the amygdala can trigger an emotional response before the cortical centers have fully understood what is happening.

Courtesy Daniel Goleman, Ph.D
Emotional Intelligence
Bantam Books, 1995



The Psychology of Winning

Howard G. Sartin, Ph.D

Fight or Flight in All Forms of Investing

Pari-mutuel fund market and financial markets investing produce *exactly* the same psychological problems: "FIGHT & FLIGHT." Yet there are significant differences in the way we overcome them.

In the pari-mutuel market the *more* wagered on a given contender, the *lower* the payoff. In the big board markets the *more* invested in an issue, the *higher* the price. So, in effect, we have the two sides of a single coin.

To an individual investor the major difference lies in who "handicaps" the market. We often hear of individual investors making a big killing in the market relying only his/her picks. Some of our clients, one in particular, has been able to accomplish this, but he has a Stanford University Masters degree in business science. Statistically, very few people can "play" the market successfully without considerable expert guidance. Hence, the popularity of Mutual Funds relying on the expertise and statistical curves of proven professionals. Yet, the majority of even these funds fail to achieve results comparable to the S & P 500.

Last year my mutual funds produced a 34% profit. In a volatile market they went up and down with frightening regularity; but their over-all year end level produced the above profit. Had I zigged and zagged, panicking at each downturn, dumping them whenever they went down, I would have had a tragic year. The vast majority of market investors stay in for the long haul. If they have a well managed portfolio, they profit. That's been the story of the markets for several decades. The secret of winning in the financial markets is to have the advice of a *good* handicapper. So before buying we should always handicap the handicapper.

In the week that this article was written the Dow Jones average went down over 200 points. Even those with a few hundred thousand invested in the supposedly "best managed" mutual funds lost several thousand dollars. It would seem that those managers are just as subject to the FLIGHT/FIGHT syndrome as the public.

Fund leaders worry that boom can be dangerous

Most people cannot understand this. Why the market goes down when more people are working and the general economy improves. Fear of rising interest rates and inflation, along with long range bond yields, frighten professional investors. They thrive best on an economy in which the income and job security of the public is unstable.

There are those investors, institutional and private, that buck the trend. This is where the financial market and the pari-mutuel fund market are in accord. Here is an example. On the day the Dow dropped another 79 points, there were only *two* value races at Santa Anita. **Both** bucked the trend of the public's perception of the majority of winners, mostly low paying, over the previous 11 racing days. That trend, of course, was investing in horses that ran - to a degree - *early*.

THE DOW

Market Report



STOCKS
DOW INDS.
5,485.98
-74.43

The only two *Value* races on the same day at Santa Anita:

6685—FOURTH RACE. 6 Furlongs. Purse \$16,000. Maiden Claiming. 4-year-olds and up. Claiming price \$25,000-22,500.

Index	Horse and Jockey	Wt.	PP	ST	¼	½	¾	Str.	Fin.	To \$1
6484	Unusual Value, M. Pedroza	118	11	5	7 2/5	5hd	-	2hd	1 2/5	9.40
6601	Thimbledrone, O. Berno	120	7	7	8 1/5	7 1/2	-	43	2nk	18.50
6484	Irish Brogue, L. Pincay Jr.	120	1	9	63	61	-	52	31	12.80
1518	Cause I'm Unique, D. Flores	118	6	10	5hd	1hd	-	1hd	4 2/5	18.20
4162	Tenk's Star, C. Nakatani	120	12	3	4hd	2 1/2	-	3 1/2	52	5.20
6641	Liberty Town, B. Blanc	115	5	4	10hd	92	-	6 1/2	6 1/2	8.10
6592	Prince Ashton, F. Valenzuela	118	3	12	12	10 1/2	-	7hd	7 1/2	12.00
6592	Mister Good News, M. Garcia	118	8	6	11 1/2	8hd	-	8 1/2	88	101.00
6544	Broadway Spats, P. Toscano	120	2	8	1hd	4 1/2	-	10 1/2	91	39.00
---	Handsome Coach, M. Ramirez	118	9	1	2hd	3hd	-	9hd	10 1/2	76.30
6041	U.S. Grey, F. Mercado	120	4	11	9hd	11	-	11	11	69.70
6601	Welsh Knight, E. Delahoussaye	120	10	2	3 1/2	-	-	dnf		.90

*Pulled up.

Scratched — Speed Fills.

11—UNUSUAL VALUE.....20.80 10.00 6.60

7—THIMBLEDRONE.....20.00 10.20

1—IRISH BROGUE.....7.40

Off: 2:32 Time: :22:45.2 :58.2 1:11 1/5, Track: Cloudy Fast. Winner-ch.g.4 Sir Macamil-lon-Pin Proof Tr-Jack Carava Own-Lima Family Trust. Mutuel Pool \$297,585.70. Exacta Pool \$228,856. Quinella Pool \$37,542. Trifecta Pool \$279,681. Pick Three Pool \$82,212.

\$2 EXACTA (11-7) PAID \$254.60 \$2 QUINELLA (7-11) PAID \$115.40

\$3 PICK THREE (3/4/11) PAID \$146.10 \$2 TRIFECTA (11-7-1) PAID \$2,880.40

PACELINE DATA

SA 4-10-96 6 D

#	NAME	L	DIST	S	1stC	2ndC	3rdC	Fn1C	BL1	BL2	BLS	BLF	SR	TV	ADJ	N
1	WIN	1	6.0	D	22.0	45.2	58.2	111.1	4.90	2.20	0.10	0.00	83	0	0.0	3
2	PL,	1	6.0	D	22.0	45.2	58.2	111.1	7.40	6.70	0.20	2.50	80	0	0.0	3
3	SH.	1	6.0	D	22.0	45.2	58.2	111.1	1.90	2.30	3.70	2.65	80	0	0.0	3

SA 04-10-1996 RACE DIST 6 SURF D TEST
Pace Launcher Late/Early Difference Graphic

NAME	L	N	RAW	LATE	EARLY	ADJUSTED	LATE	EARLY
WIN	1	3	7.6			7.6		
PL,	1	3	1.1			1.1		
SH.	1	3	10.0			10.0		

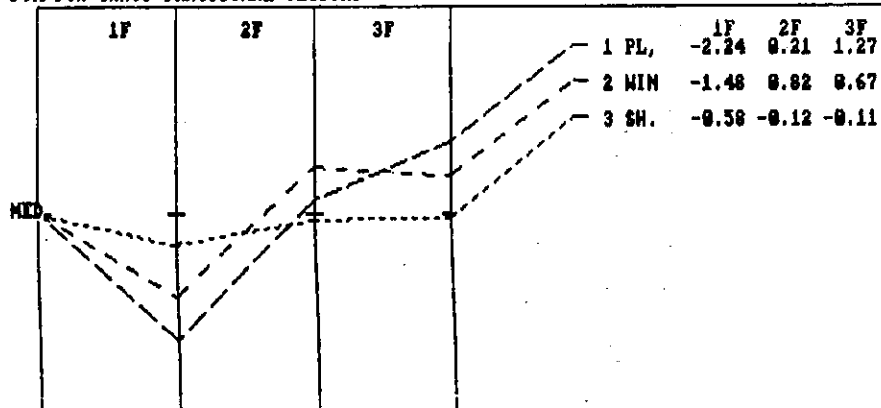
Early-Sustained BOTH/AND Difference Graphic

SA 4-10-96 6 D

NAME	L	N	%EARLY	%SUST
WIN	1	3	54.4	45.6
PL,	1	3	59.6	49.4
SH.	1	3	55.8	44.2

POR/POH CHAOS FRACTIONAL VECTORS

SA 4-10-96 6 D



By Visual Sensory Perception, the winner and in-the-money finishers in this race *did not* run early. But as Deepak Chopra says, we are victims of our sensory perception, and he's correct: *look* at the Early/Late and Both/And graphs. The winner ran with about the same percent Early as most winners from the previous week:

In the only other high paying race of the day the winner was disqualified, but the mutuel winner ran a similar pattern. This race was run *other* than early. Even our sensory perceptions were correct.

SEVENTH RACE

1 MILE. (1:32) CLAIMING. Purse \$34,000. Fillies, 3-year-olds. Weight, 120 lbs. Non-winners of two races at one mile or over, allowed 3 lbs. Claiming price \$32,000, for each \$2,000 to \$28,000, allowed 1 lb

Santa Anita

APRIL 10, 1996

Value of Race: \$34,000 Winner \$18,700; second \$6,000; third \$5,100; fourth \$2,550; fifth \$850. Mutuel Pool \$322,379.20 Exacta Pool \$237,190.00 Trifecta Pool \$282,945.00 Quinella Pool \$41,238.00

Last Raced	Horse	M/Eq	A.Wt	PP	St	1/4	1/2	3/4	Str	Fin	Jockey	Clg Pr	Odds \$1
24Feb96 9SA3	ⓂGarden Romance	LBbf	3	117	5	6	71	71 1/2	6th	4th	11	Berrio O A	32000 13.80
23Feb96 9SA1	Frosty Lady Who	LB	3	117	9	5	51	5hd	41 1/2	3 1/2	2 1/2	McCarron C J	32000 7.00
27Mar96 7SA4	Chablis Chic	LBb	3	117	7	7	10	91	71 1/2	2nd	3 1/2	Solis A	32000 14.70
27Mar96 7SA3	Kutira	LB	3	117	3	10	41 1/2	1hd	12	12	45 1/2	Sorenson D	32000 4.20
16Mar96 9SA1	Time to Reflect	LBb	3	120	8	9	9 1/2	8hd	81 1/2	72	52	Pedroza M A	32000 6.90
29Mar96 4SA8	Liberty Nite	LB	3	116	2	3	32	3hd	31	62 1/2	63	Black C A	28000 32.40
29Mar96 4SA3	Marlin	LBb	3	112	6	4	8 1/2	10	92	82	76 1/2	Blanc B 5	32000 3.40
14Mar96 9SA1	Felita Foe	LB	3	117	10	8	6hd	61 1/2	52	95	85	Pincay L Jr	32000 24.20
21Mar96 1SA8	Speedy Edna	LBb	3	117	4	1	2hd	42	2 1/2	5 1/2	92 1/2	Nakatani C S	32000 2.50
23Mar96 10SA1	Image Conscious	B	3	117	1	2	12	21	10	10	10	Valenzuela F H	32000 30.20

Ⓜ-Garden Romance disqualified and placed 9th.

OFF AT 4:05 Start Good. Won driving. Time, :223, :464, 1:12, 1:253, 1:39 Track fast.

\$2 Mutuel Prices:

9-FROSTY LADY WHO	16.00	7.80	4.80
7-CHABLIS CHIC		13.80	6.40
3-KUTIRA			4.80

\$2 EXACTA 9-7 PAID \$174.80 \$2 TRIFECTA 9-7-3 PAID \$1,573.80 \$2 QUINELLA 7-9 PAID \$83.40

PACELINE DATA

#	NAME	L	DIST	S	1stC	2ndC	3rdC	FnlC	BL1	BL2	BLS	BLF	SR	TV	ADJ	N
1	WIN	1	8.0	D	22.3	46.4	112.0	139.0	4.60	3.20	3.60	0.00	74	0	0.0	3
2	PLC.	1	8.0	D	22.3	46.4	112.0	139.0	6.40	6.40	7.15	0.50	73	0	0.0	3
3	SHO	1	8.0	D	22.3	46.4	112.0	139.0	0.00	0.00	0.00	1.25	71	0	0.0	1

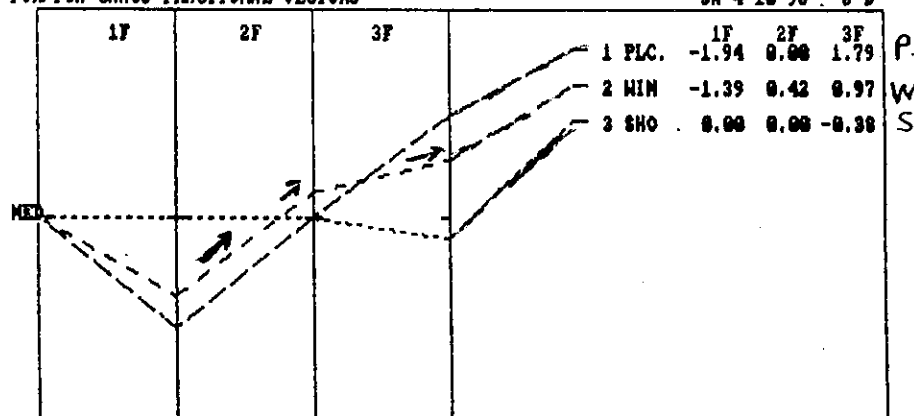
SA 04-10-1996 MACE DIST 8 SURF D
Pace Launcher Late/Early Difference Graphic

NAME	L	H	RAW
WIN	1	3	-1.4
PLC.	1	3	-7.3
SHO	1	1	6.1



NAME	L	H	%EARLY	%SUST
WIN	1	3	49.2	50.8
PLC.	1	3	45.6	54.4
SHO	1	1	53.8	46.2

POR/PON CHAOS FRACTIONAL VECTORS



Bucking the Trend - 2nd Consecutive Day

Here are the only two double digit winners, April 11, 1996 (non-Maiden races with 1st time starters)
 Winners of the other races were all perceptually early highest mutuel of those horses: \$6.40.
 Average mutuel of all except these two shown: \$4.80

6695—FIFTH RACE, 7 Furlongs, Purse \$11,000, Claiming, 4-year-olds and up, Cal-breds, Claiming Price: \$10,000.

Index	Horse and Jockey	WL	PP	ST	¼	½	¾	Str.	Fin.	To \$1
6695	Perfect Timing, Solis	118	5	2	6 ³ / ₄	4 ¹ / ₂	3 ¹ / ₂	1 ² / ₄	7.60	
6697	Tis Careno, Black	118	4	3	5 ¹ / ₂	3 ¹ / ₂	2 ¹ / ₂	2 ¹ / ₄	6.00	
1280	Higher Flyer, Antley	118	1	6	4 ¹ / ₂	5 ¹ / ₂	4 ¹ / ₂	3 ¹ / ₄	0.90	
6422	Something Sweet, Garcia	118	10	4	2 ¹ / ₂	1 ¹ / ₂	1 ¹ / ₂	4 ¹ / ₄	18.50	
6589	Sir Uchi, Blanc	111	7	9	7 ¹ / ₂	7 ¹ / ₂	6 ¹ / ₂	5 ¹ / ₂	25.90	
6672	My Liberty, Ventura	111	9	7	8 ¹ / ₂	10	7 ¹ / ₂	6 ¹ / ₄	64.70	
6440	Fordancingpleasure, Gonzalez Jr.	118	2	8	10	9 ¹ / ₂	8 ¹ / ₂	7 ¹ / ₂	21.40	
6556	Gas Man, Maronez	118	8	5	1 ¹ / ₂	2 ¹ / ₂	5 ¹ / ₂	8 ¹ / ₄	13.50	
6607	Novaly Hill, Vergara	116	6	10	8 ¹ / ₂	8 ¹ / ₂	9 ¹ / ₂	9 ¹ / ₄	14.50	
6589	Abeval, Pincay Jr.	117	3	1	3 ¹ / ₂	6 ¹ / ₂	10	10	7.50	

Claimed — Higher Flyer-Berman & Jones & Vasu-David K Penman Something Sweet-Sterling & Waterhouse-Patty Sterling

6—PERFECT TIMING 17.20 7.00 3.80

4—TIS CARENO 6.40 3.80

1—HIGHER FLYER 2.80

Off: 3:03 Time: :23:48.2 1:11 1/5, 1:23 3/5, Track: Clear & Fast, Winner-ch.g.8 Dmag.

\$2 EXACTA (6-4) PAID \$76.30

\$2 TRIFFECTA (6-4-1) PAID \$328.20

\$2 QUINELLA (4-5) PAID \$30.80

SA 04-11-1996 RACE 7 F, SURF D TEST
 Pace Launcher Late/Early Difference Graphic

NAME	L	N	RAW	LATE	EARLY
17.20	1	3	-5.2		
6.40	1	2	-8.7		
2.80	1	2	-4.2		

SA 04-11-1996 RACE 2 DIST 8.5 SURF D TEST
 Pace Launcher Late/Early Difference Graphic

NAME	L	N	RAW	LATE	EARLY
16.40	1	3	-3.2		
7.40	1	2	4.0		
3.40	1	1	12.5		

Early-Sustained BOTH/AND Difference Graphic

NAME	L	N	%EARLY	%SUST
17.20	1	3	47.1	52.9
6.40	1	2	49.6	50.4
2.80	1	2	47.6	52.4

SA 4-11-96 7 F D

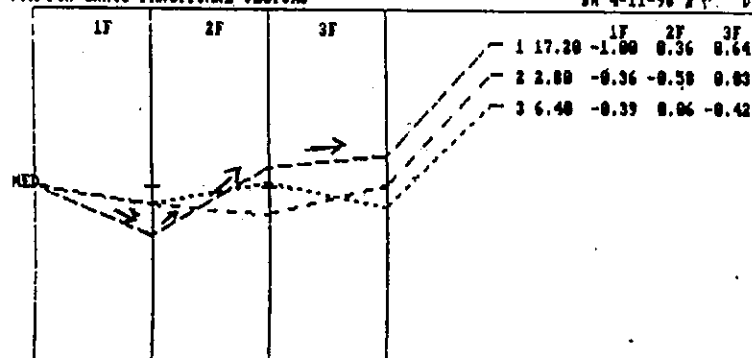
Early-Sustained BOTH/AND Difference Graphic -- RAW

NAME	L	N	%EARLY	%SUST
16.40	1	3	48.1	51.9
7.40	1	2	52.4	47.6
3.40	1	1	57.6	42.4

SA 4-11-96 2 8.5 D

POR/POH CHAS FRACTIONAL VECTORS

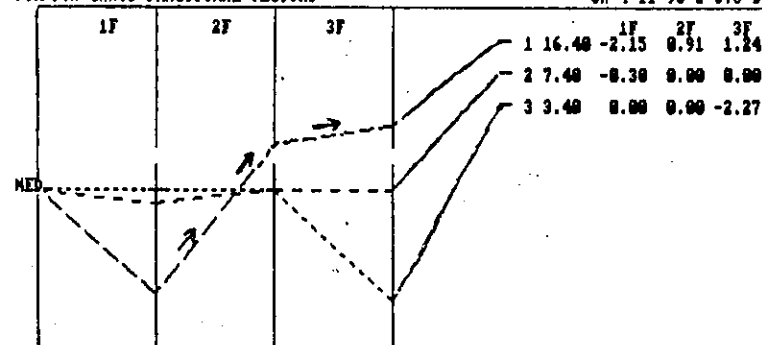
SA 4-11-96 7 F D



WIN.
 PLACE
 SHOW

POR/POH CHAS FRACTIONAL VECTORS

SA 4-11-96 2 8.5 D



W
 P
 S

The highest mutuel of the sensory perception EARLY horses this day, omitting the 2 furlong race, was \$8.60. The average mutuel for the sensory perception Early Horses was \$5.30. Such is the reward of following the perceptual trend.

In the last issue we spoke of Fight or Flight. Persons with the **Flight** behavioral pattern should either have it cured or stick with low interest savings, CD'S or Treasury Notes. Either that or get into a solid Mutual Fund and only look at the financial pages once a month.

Even those with a tendency toward FLIGHT are less apt to flee their financial market investments with each downturn. This is somewhat ironic because their financial market holdings are probably much larger than their parimutuel investments.

If we accept the fact that an overwhelming majority of investors need to have an expert to handicap the markets then we have to be fully aware of the fact that in investing in pari-mutuel funds the *exact opposite* is true.

In the field of handicapping "touts," 900 numbers and mail order selections there is *no* Securities & Exchange Commission to serve as a watchdog over the chicanery of the "selections for sale" opportunists. Most of them lack completely any semblance of ethics and are not subject to prosecution if they defraud you. They're not scrutinized by Market Report TV shows or any other objective source. They represent the extreme limits of laissez faire.

Unlike financial market investing, pari-mutuel fund investing *absolutely requires* that we do our own handicapping if profit is our goal. I get a lot of letters from people who boast about getting 51% winners betting the top two horse with no handicapping at all; or they get the winner in the top four 82% of the time. These figures are meaningless. 51% at a "reported" \$9.60 mutuel represents an R.O.I. of 22.4 cents profit per dollar wagered. Of course, that's a lot better than losing. Personally, I cannot survive on less than a 1.50, or 50 cents profit per dollar wagered. As for 82% winners in the top 4, one can do better just using the morning line or closing odds. There is no way to make money consistently betting four horses so I don't know what the letter writer was so excited about. To make a profit he has to win 80 percent of those races to have an average win percentage of 64%. The REAL question is what profit does he get from his actual picks as wagered.

The person boasting an R.O.I. of (1)22.4 makes over \$50,000 per year in his job. Does he realize that he would have to wager over \$4,300 per week, five days per week (no sick leave) to reach that salary? On the other hand, wagering \$1,000 per day just two days per week with a (1).50. R.O.I. would yield a profit of \$1,000 per week, or \$52,000 per year. So, unless this guy is completely indolent, I strongly suggest that he do a little handicapping. The attrition and burnout rate of persons wagering five days a week 52 weeks a year is astronomical.

Besides which, I thought the thrill of victory that comes from doing it ourselves was the true objective of our endeavors. Otherwise it's like betting on "fixed" prize fights or TV re-plays of sporting events.

While some clients like to fudge on the positive side, most are completely honest in their reports. Their biggest "problem" is reconciling their at-home paper bets with their actual bets at the track or off site wagering center. The ones with the FLIGHT syndrome seldom lie to me. In fact they spend as much on long distance calls to the office as they do wagering. They admit that when under the influence of the ambience pressure of actually having to place a wager, they freeze and bet far less than their handicapping proficiency would dictate. Spencer Toner also gets a lot of similar phone calls. His Editor's Desk report this issue and his Follow Up #56 Kelly Criterion report from a client's actual records demonstrate the folly of limiting bets to \$20 when one has the kind of positive expectancy most of you enjoy.

I scratch my head in wonder how any person with an iota of self-esteem could find satisfaction in boasting of *any* win percentage with **no handicapping**. True satisfaction comes from that deep, warm inner sense of accomplishment in having achieved a goal through **individual effort**. To me, it matters less on how much you bet: you, achieving your goal is what counts!

Naturally I would like to see you betting amounts that equate with your true consistent proficiency. But, in the long run that's your own personal business; your free moral agency. Successful handicapping is a microcosm of successful life. It's tough but so is life. If your goal in life is strictly to win races regardless of profit or *just* to make money, find a good financial market consultant.

There is room for the kind of financial market fund that is two tiered: one level for the *Flight* syndrome, another for the more bold: the *Fight* persons. Now is the time for such a fund to emerge.

An astute client-observer, Dennis Mikkelson, cites the reason for big losses in both the financial and pari-mutuel markets as stemming from the 90's sociological predisposition to go for **The Big Hit NOW!**, as opposed to settling for long range profits.



Another reminder to all: Vox Populi is not in the Follow Up for the purpose of self-aggrandizement. The letters, as written, are there for *your* inspiration; as confidence builders. When I first started in 1975, my first concern was, "Can anybody really win??" The first true winner I ever met was the late Sam Sedgwick. He proved that it *could* be done. I met several others afterward. But knowing that it could be done was the inspiration I needed to create a Methodology that *would produce an ample number of consistently profitable mutuels*.

For most of you that knowledge is actually more important than win therapy. Off-site therapy is highly over-rated because it depends on the client's individual perception to be effective. It is much like the late Carl Rogers client-directed therapy. Dr. Rogers was a great man and contributed much. However, his passive role in therapy and his calling it 'counseling', proved less than optimal in the "cure" department. Counseling is relatively worthless unless the client's **will** is directed and firmly focused on a **positive** goal!



It now appears that I should do a Psychology of Winning audio tape, (perhaps video as well). Apparently articles on Positive Visualization and Self-Talk created inaccurate impressions with some clients. Their visualization and self-talk focused on *wish* fulfillment rather than on *will* fulfillment. In handicapping, as in everything else, "wishing will not make it so." Self talk and visualization **MUST** be directed toward what you **WILL** do and are determined to use your **WILL** to do; **NOT** what you **WISH** you could do. The difference is like night and day.



The Psychology of Winning

Howard G. Sartin, Ph.D

Non-Winning as a Psychosomatic Disease

This syndrome is more pandemic among "Horseplayers" than any will admit. Most are in the same kind of "denial" that we find in alcohol and narcotic addiction. They harbor a subconscious desire *not* to win in order to maintain a disability that receives a sympathetic response. When the debility manifests itself into a physical disorder with no diagnostic criteria it is called conversion and is often the result of some non-remembered childhood experience in which "failure" produced a loving response from parental figures.

In the latter half of the 19th century and through the first twenty years of this one, the disorder was called "Hysteria." Hysteria doesn't mean behaving hysterically in the generally accepted sense. The term stems from the Greek word for uterus. Hence the term Hysterectomy, or Hysterotomy in Ceasarian sections. Thus, in past times, doctors, almost all of whom were male, deemed Hysteria as being a disorder exclusive to females.

As male chauvinism, especially in medicine, gave way to the latter 20th century reality of the 'natural superiority of women,' men in all professions gave lip service to the fact that males were *at least* as prone as females to so-called "hysteria." The term is still used but has, for the most part, been replaced by Conversion - converting a

neurosis into physiological symptoma. They may be as minor as periodic asthma or hay fever symptoms, melancholia, cyclic partial paralysis, throat constriction, minor arthritis pain, *especially* chronic back-pain, headaches, and a wide assortment of allergies. When the need to gain "control" over others through loving sympathy escalates, debilitating motor or neural disorders and symptoms of other more serious diseases will often appear.

The physician's function in determining whether such symptoma represents true physical diseases or just psychosomatic manifestations, has always been a major medical problem. Many M.D.'s, especially Allergists enjoy thriving practices treating symptoms instead of cause. This is NOT a criticism of allergy specialists. Their patients are far more susceptible to amelioration from a needle or magic bullet than they are to protracted psychotherapy.

In the past 6 years, medicine throughout the world has intensified its focus on mind-body healing. Six years ago when I had renal failure, I was told by an M.D. specialist that psychological (emotional) trauma *absolutely could not* convert itself into organic morbidity. This year - 1996- research from several different mainstream medical research institutions, has demonstrated that *emotional stress* and other purely behavioral factors are more causative of organic problems, particularly cardiovascular disease, than any other agents including diet, smoking and drinking. Of course the term "purely behavioral" is subject to interpretation. Almost all of us have certain weak genetic DNA areas that are more susceptible to attack than others.

The one "allergy" that no shot in the arm or pill can ameliorate or cure is *losing* in a field in which we have consciously dedicated ourselves to succeeding. Not just at the races or gambling events, but in other aspects of life as well. Often persons suffering from this psycho-allergenic response are highly skilled and effective in their primary profession, trade or vocation. Others are failure-prone in many other aspects of living.

Most non-winning clients that I've observed fall into the first category: they are highly successful in the arena of their primary focus. This irony also exists in the case of males who exhibit macho social behavior but are sexually passive and seek a dominating female as a mate. The psychological etiology is the same in both cases.

A good example of the "Conversion Response" is when people call Shane or myself asking us to insert more losing races in the Follow Up in order to justify the attitudinal sets of persons 'not doing well', and to make them feel better about it. I have, from time to time, cited many cases of my own folly in failing to get a winner or to enter into my computer place and show horses when, in retrospect, I should have.

We all lose races. No one is perfect. Especially me! I just don't fixate on my failures. Fret over them, research them, work to correct them, yes. Fixate, focus, no!

On the other hand, if I received rewards from friends, family or others for *losing* that exceeded my rewards for *winning*, I might fall heir to the weakness of capitalizing

on failure to get such rewards. This is the essence of "hysterical" or psychosomatic disorders. I suspect that any person reading this knows at least one person who is able to "control" or "dominate" others by virtue of some chronic disorder that is not organic. Non-winning, when you have the tools to *win*, is another manifestation of the same symptom. Chronic non-winners will probably resist this assertion, dismissing it as psycho-babble and go on *refusing* to win in order to support their disease. Yes, it is a dis-ease to all who are not at ease when losing. Those who truly accept, even enjoy losing, are not diseased, they're in the majority and until we accept the fact that being in the majority is a sociological disorder, stasis will be maintained.

I can cite hundreds of examples from letters and phone calls where this DIS-ease is prominently displayed. I have to disguise the exact nature of the messages to protect confidentiality and to keep from hurting certain individuals who hurt enough already.

Some generic examples include: (1) "Everyone knows that all sprints run early and all routes, late." Such persons will never cash a ticket when their precepts are incorrect. I still hear the argument that "there is no way a horse can overcome the pace of the race." (by call, no. By fraction: decidedly, *yes*)! Those making such an assertion cannot evaluate fractional increments adjusted for lengths behind or gained. Those sharing this false absolute are in defiance of one of racing's very few 100% accurate statistics: ALL WINNERS EITHER SET OR OVERCOME THE PACE OF THE RACE THEY WIN!

Throughout the past 21 years all of our methodological procedures and computer programs were designed more to overcome the psychological aspects of successful handicapping than the informational. When we perceive client problems in given areas we design a computer program and approach to correct them. Hence, when a client with a specific, personal problem tries using a program designed to correct a *different* problem, no progress is seen. Clients constantly tell me that they want to "work up to Thoromation." For those whose "visual-kinetic" cognition is dominant, Thoromation, or its little brother, Synergetic Match-Up is ideal.

For those who respond to basic and simple conceptual data, Quad-Rater is their meat. Those who are weary of having to make decisions based on concept, context, or both, but seek a decision making tool, Pace Launcher 3 does the job. I've always stressed this, but I'll repeat it: The computer program that best fits *your cognitive and psychological protocol*, is the best program for you. What I, or anyone else deems best, is purely subjective. If it doesn't fit the unique needs of your personality and cognitive orientation, it most likely will not work for you.

Pace Launcher 3's BOTH/AND, EARLY/LATE DIFFERENTIAL, Vector Graph and, especially BOTTOM LINE/ BETTING LINE, have been proclaimed by most clients as being most powerful. By the same token, those who resent the computer taking over much of their own cognitive powers, eschew the program

because it presumes they need help in making their own decisions. Pace Launcher 3 and/or Quad-Rater are for those to whom interpreting the Match Up concept remains a mystery.

Those who delight in their personal mastery of the Match Up and can demonstrate it with winning reports, are more comfortable with the readouts in Thoromation/Synergetic Match-Up.

When a client says that no concept or computer program works for him/ her, despite ample evidence of success by others as seen through Vox Populi and other Follow Up contributions, we are facing the old bugaboo of "stubborn resistance!" It is not ignorance or stupidity, per se. Persons embracing this fixation are probably quite intelligent and capable in some of life's pursuits other than horse racing. The tragedy is that horse racing is, according to them, their "first love." If that's so it's an indictment against marrying your first love. It can only end in divorce.

Actually, "stubborn resistance" is a bullheaded protest against accepting facts that defy deeply implanted myths and superstitions dominating our special field. The source of first "instruction" in handicapping was either inaccurate or "misread." The latter being more often the case. It is an ironic and disastrous truth that would-be successful handicapper's earliest experiences with purported "fact," are seldom overcome by contemporary reality.

If this were true in other fields, such as medicine and law, all the M.D.s and attorneys would be kindergarten graduates and their patients and clients would have doctorates. Fortunately for the truly ill and those needing legal services, this phenomenon is almost exclusive to horse race handicapping and similar stochastic endeavors.

A great example of overcoming stubborn resistance is contained in some letters from clients who "couldn't understand" the readouts in Synergetic Match Up or, especially, Thoromation. They wanted the programs because (A) they knew someone who used and understood them and was winning; (B) They enjoyed watching the horsey pictures and/or the horses moving across the screen. Granted, Thoromation is state of the art. But, as Oscar Wilde said, "All art is quite useless..." It's especially true to those with no appreciation or understanding of art. This is why we have a wide array of programs. They reflect the truism that "One person's meat is another's poison." If you can't understand a program, don't continue taking poison when meat is readily available. You'll be like the person who admitted he couldn't win but wanted no program without Synergism's DOCTOR FACTOR. It didn't help him win, he just fancied it. All of our current programs have readouts that embody the "DR. FACTOR" and more!

If you utilize our tools and instruction with a mind contaminated by prejudice and distortion, then your non-winning is a DIS-ease.

A good example can be found in that letter from a former teaching member seen

in my article, COMMENTARY. He has always augmented his living through whatever program was/is currently available. He gave up trying to teach others when he saw that most of the clients who came to him for help, didn't have the WILL to become winners but preferred to be *whiners* ! Many did benefit from his teaching, however, and are still with us and going strong. He just didn't have the time to jeopardize his own racing income to put up with the whining over winning syndrome. Fortunately Shane and I do because we have the authority to deny permission to whine and to give permission to win!

If you who are failing have an iota of self-esteem and pride, you'll use our help and then dedicate yourself to proving that former Teaching Member's analysis is now incorrect, though it was proper at the time he made the decision. Wanna try? Or do you prefer to sustain a need for a sympathetic shoulder to cry on instead of seeking help?

Perhaps the content of this column will give some insight into why "Horseplayers" are such gullible prey to those "easy, no work involved" system sellers. What a shame. With a little work, proper handicapping tools, a modicum of knowledge and a lot of will and inspiration, almost anyone can succeed in this field if they cleanse their minds of contamination.

Maybe some of the system guys started out by intending to be honest but got frustrated and decided to take the "easy" route themselves.

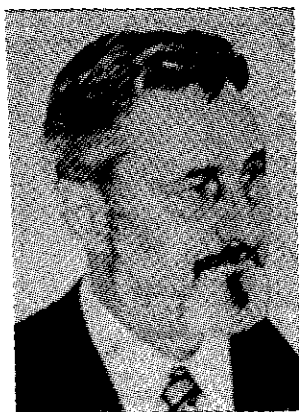
CONGRATULATIONS!

MY SINCERE CONGRATULATIONS to all of you who

won all three

Triple Crown races!

Most of you had the Exactas as well. A few had the Trifectas.



Howard G. Sartin, Ph.D

The Psychology of Winning

The Back-To-The-Drawing-Board Syndrome

This is the most insidious manifestation of Sisyphus: Rolling the rock of successful handicapping almost to the peak of the mountain only to have it roll back on you. It is characterized by an Over and Over Life Script. Finding profit within your grasp but at the moment of truth, repeating the same errors time after time, never learning from mistakes. We have discussed Life Scripts before. They are defined as: "A life plan based on a childhood decision, reinforced by parents and/or other authority figures, self-justified by subsequent events, and culminating in a chosen alternative. The Life Script determines a person's ultimate outcome: a decision made by your child within between autonomous needs and the expectations of parental figures and your earliest encounters within the family group."

In short, early conditioning that clings steadfastly to your unconscious, dictating behavior and life decisions. All too few of us were conditioned from birth to be autonomous: to function from a fearless belief in our own ability to overcome obstacles and conquer life's dragons. The vast majority of persons were conditioned to be just the opposite: an unhealthy dependence upon others, usually parental or other perceived authority figures that we unconsciously substitute for parents. Most of us, as children, were rewarded for being dependent and punished for being self-sufficient. Yes, we had our time of rebellion against all authority, "The Terrible Two's," as Dr. Spock calls that age. We responded with a degree of rage to the "DON'T" injunction. But we were subsequently weaned back to passive dependence on authority.

In adulthood most persons learned to balance their behavior between passivity and aggression and function within society's norms.

Only in times of crisis do we revert to the inner child that overly adapted to perceived authority figure *rules*.

The average person going through the cycle of making handicapping and wagering decisions is in a constant state of crisis! Because of this, at the moment of decision, they revert to their frightened adapted child and make childish errors, crying out for help from virtually anyone who seems even slightly authoritative - which at a racetrack or betting site - is often the loudest most opinionated of voices with little skill to back up their thunder.

Some of the nicest clients I know are victims of what I called the "Back-to-the-drawing-board" syndrome. They'll win for a time and then become complacent and blissfully unaware of Match-Up and other exigencies that can turn yesterday's success into today's failure.

So they retreat into a shell and begin researching. After making a determination about why they lost, usually a linear one without any application of the scientific method, they then apply last week's research to today's races. Often this spells disaster since the current cycle may be producing profits that are not reflected by past factors. So it goes on and on, over and over.

They are thrown by the handicapping horse and instead of immediately getting back in the saddle they focus on what caused them to lose. This is an open invitation to repetitive losing. All of us must focus on what causes horses to win and come in the money, NOT ON WHAT LOSES.

Unfortunately all too many clients will not change their Life Script. So they fail to recognize positive signs but, as dictated by their Script, they see only the negative. In a negatively scripted life, roles and games are played. The game most often played is: "Do Me Something," characterized by an ulterior motive to place responsibility for one's failure onto another. The player starts off as a victim seeking a rescuer. When the rescuer buys in, the victim turns into a persecutor. Sort of like a Laurel and Hardy routine of "Another fine mess you've got me into, Stanley."

I receive letters and calls from clients expressing longings voiced in terms of "Why can't I do like Brohamer or Connolly or Bradshaw or Palermo or Shane?" (to mention a few). What they seek is to duplicate the handicapping techniques of those named. This is not what they truly need. Instead of trying to follow the procedures of winners, they should dump their negative Life Script and seek the autonomy, the self-determination of those they know are winners.

It may be a fact difficult to accept, but winners do not achieve their success through technique or application of information. They win because they have willed themselves to win and refuse to accept any other alternative. Through the eyes of their self-will they see clearly the things that are but meaningless blurs to those who accept a non-winning Life Script. Acceptance is what the non-winner is doing. This is fatalism: allowing one's self to become a victim of so-called destiny instead of controlling destiny through the power of their own will!

James Quinn once quite accurately wrote that "...most serious handicappers are passive.." True. By the same token most of those we would call "horseplayers" are passive-aggressive. They will passively walk up to a stranger and ask, "Whodoyalike?" Then, when offered a selection, aggressively cries out: "I wouldn't bet THAT horse with YOUR money!!" Later on, when the race is over, we usually hear him yell, "I HAD that horse!" - followed by a long rationalization of why he didn't bet it. The blame always being transferred to someone else.

A degree of passivity is healthy. But when it becomes a form of "helplessness" it is not. Allowing yourself to be the victim of a self-determined fate or destiny is folly and denies you the innate power of human spirit which is responsible for all of history's great accomplishments of which we are the beneficiaries. We all have heroes. Persons whose deeds we honor and admire. Pick some heroes or heroines.

Do you think they achieved through negative self-talk or doom-gloom articulations to others? They did NOT!

Recently I overheard a conversation in which a client bragged about ease of using, without any discretion, the pace lines marked in AODDS. After praising them to the heavens, he then said he'd soon have to quit betting because he was *losing*! When asked why he didn't override the suggested lines and employ some personal evaluation, he replied that he couldn't make such distinctions and preferred the automatic process. Then he reluctantly admitted it was not so much the suggested pacelines that were responsible for his plight but, rather, his inability to make proper interpretational decisions!

It is an empirical fact that those who use AODDS or the Best of the Last Three at a comparable distance and surface auto-selection process do better than they did when applying an inconsistent paceline selection procedure. This fact strikes a blow against cognition and is not necessarily tantamount to winning but, for those incapable of making a decision, it's an improvement.

Regrettably, those seeking success in a stochastic endeavor, are among the most fragile persons on earth. So when this person voiced his negativity to others, he caused their fragile confidence to dwindle. Listening to and accepting as "fact" the subjective, offhand comments of others is the most dangerous of "horseplayer" behavioral tendencies.

Heeding the statements of other voices from other rooms has for decades equated with losing. This is especially true when the voice comes from a geographical location far distant from the listener's. A West Coast teaching member with the best of intentions may impart an accurate win profile to someone on the east coast or Midwest that is contradictory to the recipient's geography. I know there is a great temptation on the part of the "Teacher" to tell others how "I do it." It provides more "ego gratification" than insisting that the student perform the essential work to "do it" in a manner compatible with the reality of his/her environment.

While it's not what most people want to hear, seeking advice from those who do NOT handicap tracks on your circuit, is a liability. The only exceptions are teachers who daily handicap tracks from every part of North America. Happily that's what we do here at the office.

The person who told others from another part of the continent about his own negative psychologically activated experiences, unwittingly set off a chain reaction that was harmful. If one persists in refusing to fight a negative Life Script, and continues to succumb to some self-determined "fate," he/she would be well advised to quit betting. There are lot of people winning using the pace lines prescribed in the Follow Up and AODDS. Naturally some discretion is required when employing any semi-automatic procedure. That's as close as it gets to automatic in handicapping - "SEMI."

A sad example of dependency was recorded the day we took the Albany seminar to Saratoga. A client, known supposedly for his skill, conferred with "The Hat" on a race. Jim isolated two horses, one of which won. The client was next seen in the clubhouse asking Andy Beyer for his selection. Fortunately for the clients, Beyer's choice agreed with Jim's. A rarity in itself.

All of our literature and computer programs provide tools that will help you make proper decisions. Simple record-keeping and uncomplicated recognition of what the computer readouts and Follow Up articles are trying to tell you are tantamount to success. In the final analysis, handicapping successfully with these tools is not just 80% psychological, it is 100%

Where there's will there's a way. Without will, there is *NO WAY!*

I was most impressed by this message on the BRIS Forum line:

MESSAGE : 3214 DATE: 12-Jul-98 TIME: 08:53 PM
FROM : BULLDOG
SUBJECT : TO:DREN

You can read all the books, listen to all the tapes, watch all the videos, call all the 900 numbers you want to, but the lessons you remember and learn from are the ones where you lose your money! There are some valuable lessons burned into my brain from the experience. This is why I have stayed with the Sartin methodology for so long... I know the key to this game is mental not mathematical. If there was a perfect number to beat the game, either everyone would have it by now, or else no one will ever hear about it because only a fool would let it out. ✓

BULLDOG'S wisdom expressed in this message to DREN, Nerd spelled backwards, received pages of flack from others on the line. They refused to accept his premise that "this game" is mental. They persisted in citing informational factors that were the true key. Fortunately for them, their written messages were so tediously long and convoluted that they probably didn't get around to making any wagers on that day. I say 'fortunately' for them. Too bad for us. We could use the money they would have lost.

I've always been impressed by the determination and insights of Mel Shrawder, who wrote the "Self-Talk" articles in previous issues. We used his letter in Vox Populi but it bears repeating here.

The reason I stay with PIRCO is twofold:

1) Integrity and 2) your stuff wins. Your software is self contained. It allows users to work manually if they so desire. It does not try to make a mint on a homemade download service. And three, it is open ended. It allows users to design their own approach with guidelines proved by the Follow Up.

Thanks,

M.S. Pennsylvania

Mel knows the power of positive verbalization both in his self-talk and conversations with others. He downloads with AODDS and uses personal discretion born of experience when called for. He knows there are no fixed rules for successful handicapping. But he is acutely aware of the positive guidelines we've offered and he capitalizes on them daily. He has learned to accept inevitable losses. He does NOT go back to the drawing board when they occur. He moves forward and balances his losses with a bevy of wins. His most important tool for success is his attitude. He

seldom communicates with me on any other subject. Whatever help we might provide him is in our constant re-enforcement of his positive attitude!

In an avocation like ours that kind of positive re-enforcement is better than any mathematical formulae or automatic procedure yet devised.

Waiting for Epiphany

Capitalized, it's a Christian festival of revelation. With a small "e" it is....

E[pi]ph[an]y (ē pif'ə nē, i-) 3 [e-] a moment of sudden intuitive understanding; flash of insight b) a scene, experience, etc. that occasions such a moment

Every successful user of this Methodology, including myself, has had an epiphany. For the first few months of testing back in 1975, I went for several months, fearful and tenuous, making two dollar bets and over-analyzing every situation. Then, in a flash, everything became clear and I stopped intellectualizing and over analyzing and played the races like a musical instrument: joyously free swinging.

Over the years many clients, like my "friend," who we were about to give up on, have experienced such an epiphany with a suddenness that surprised them. They variously called it, "suddenly seeing the light at the end of the tunnel," or "like an explosion in my brain."

For most it was an experience they never looked back from. To others it was but an amorphous moment from which they awakened in a new world a few days or weeks later. The difference between the two responses lies in the nature of their internal dialogue. Firmly fixing the revelations of an epiphany in the subconscious with positive self-enforcement is the winner's way. Accepting an epiphany as a windfall from above and doing nothing to keep it alive from within, is the non-winners choice.

It is a choice. One that only *you* can make. Negative words stem from negative thoughts. For generations Semanticists have proclaimed that "the word is not the thing." Perhaps not in their imperfect branch of science. But to the human mind the "WORD is the thing." As we verbalize it, so shall it be. We hear our own thoughts and respond to our own dialogue. If it is negative our subconscious will absorb it like a sponge. Words of doom and gloom, of fear and loathing, will materialize into a self-fulfilling prophecy of doom and gloom.

Those living a Script wherein negativity recalls a positive childhood response should NOT try to be handicappers. They are feasting on a dessert of masochism. They want to lose even though adamantly protesting against that statement with their words. But their failure is providing some kind of 'secondary gain'. No mentor can change that. The only one who can change it is **YOU!**

Howard G. Sartin, Ph.D

The Psychology of Winning

Winning Is More Than Luck

From the beginning we have drawn a parallel between superstar athletes and successful handicappers. I've pointed out that virtually every great athlete and coach has attributed most of their success to intensely focused meditative visualization; a technique I've often detailed in these pages. Athletes and their mentors call it 'getting in the zone'. In the "zone" superstars are never distracted by the crowd, the boos or the cheers. Neither can they be intimidated by other participants. Clients who have mastered this technique are all winning. One would think that this would inspire all clients to try visualization. Yet at the Las Vegas seminar a couple of attendees loudly and somewhat hostilely protested against our visualization exercises. They said they were silly and besides, "That's what the computer is for." Perhaps so, for those who won't try visualization. But silly, NO! My response to them, that I've defined as "Stubborn Resistance," will probably preclude their continued membership.

In the past I've said that successful handicapping was 20% Information and 80% Inspiration, i.e. psychological. In the past several years, since the advent of The Follow Up, I find that the root of all clients with protracted handicapping problems has been psychological. Too many are winning consistently and taking advantage of higher mutuels and exotics for us to believe otherwise. Foremost among psychological problems is inconsistency of application, failure to recognize obvious tendencies, too much subjectivity and a disastrous tendency toward over dependence on the words and experience of others. Also included must be the determination of some to *distort* the helpful words of teachers by making them come out as being what the client *wants* to hear instead of what is actually being said.

It has become more and more obvious that the few clients who continue to lose are deriving what is known as, "Secondary Gain." A reward for failure that is linked to childhood responses to authority figures.

One has only to read some of inane messages on the BRIS forum to realize that

“Horseplayers” as a group are notorious for not being able to distinguish between what they want to know and want to understand and what they NEED to know and understand to be consistent winners in *today's* racing. Apparently they'd rather lose clinging to false myth and realities born of their subjective perception than WIN with unfamiliar reality.

This hearkens back to the Follow Up 59 article on the mainstream's focus on non-linear handicapping concepts and figures. They will view our non-linear readouts and arbitrarily transpose them into Linear interpretations, imposing the limitations of simplistic grade school math on their own potential for isolating the higher priced winners and in-the-money contenders.

All this adds up to “Stubborn Resistance.” Seeing only what they want to perceive, not what they need to perceive. A viable methodology cannot be designed to please or satisfy the user. It must be designed to benefit the user. That's why there are so many “satisfaction guaranteed” methods for sale. They pander to the great mass of “horseplayers” who place personal satisfaction over winning. I fail to understand why any ethical purveyor of a valid handicapping procedure would want to guarantee satisfaction to losers who have no idea of *what* works (or they wouldn't be losers). If they were truly consistent winners they wouldn't be buying in the first place. I question the sanity of offering a method or a computer program to “losers” or bothering to argue with them when they tell me how much smarter and more knowledgeable about handicapping they are than I. I'll argue and discuss at length with winners and greet their suggestions for improvements with great enthusiasm.

But this is the holiday season. So, enough admonishing for now.



Izzy M. Certain, pH. Σ.



The Psychology of Whining

In this issue we're going to talk more about the basics of whining and how it leads directly to losing via that curvaceous conundrum, the self-balk. As a psychoutogist I've heard a lot of whining in my day, but never as much as I've heard since I began dealing exclusively with wacky wayward horseplayers.

Believe me when I say that whining about losing the last race, the beer you spilled in your lap (you klutz!), or the spending habits of your significant spiritual traveler in life, is just like spreading negative karmic mustard (and onions) onto the polish sausage that you bought at the track for lunch. Sooner or later, that meal is going to give you heartburn, or maybe a bad case of the runs! What I mean is, when you need clear, clean, positive energy to help you properly metabolize the next race, you'll reach up into that grey mush you call a brain and find that all your shrill whining has clogged up the gears. The dang machine just spurts and farts - stuck in what we karmacanics refer to as the SELF-BALK. So, stop your whimpering and whining right now and get on with your radiant, carefree, insignificant life!

As that great teacher and spiritual guide Bobo Rumraison once told me, 'we are all fictional characters in a story of our own making'. So, if you don't like your current story line, just throw in an imaginative plot twist. Turn the fable upside down. Move on to a new chapter, or just trash the old book. The past is, after all, just another fictional construct, an illusion that only gets in the way of our living in the present continuum.

A final caution: whining is very bad for your health. Its been proven to cause cavities, hearing loss, emotional exhaustion, narcolepsy, and spiritual bankruptcy. Use the Farce, instead!